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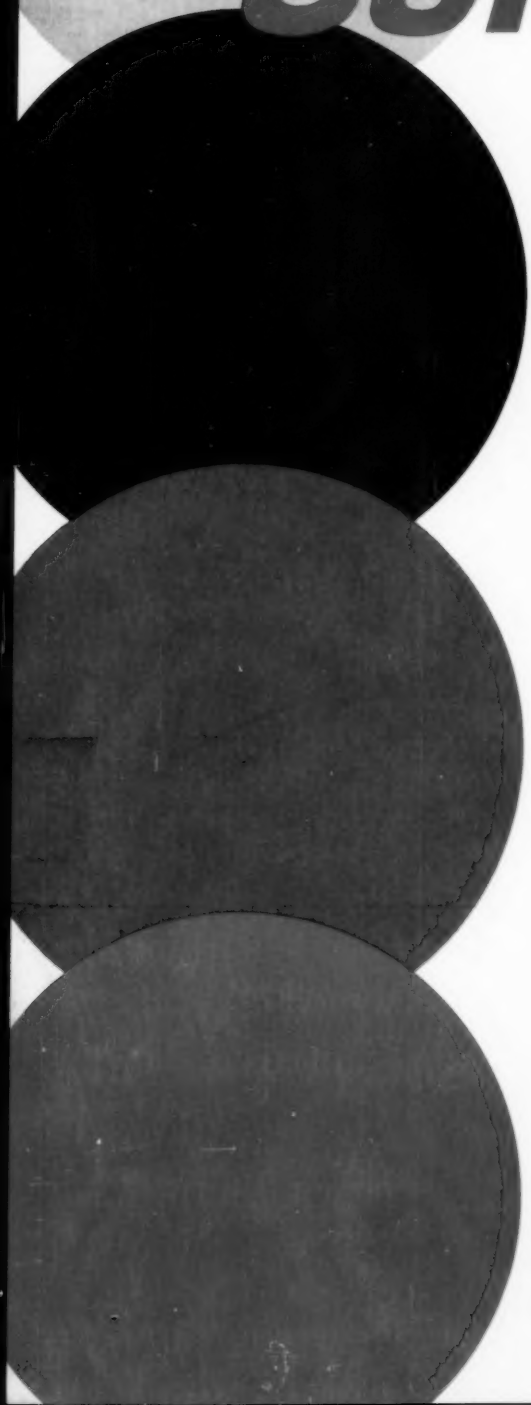
International Commerce

November 4, 1968



General world trade rise aids U.S. exports

28 Commerce exhibitions abroad open to U.S. firms

33,000 trade queries get "Ask CASL" replies

International Trade Winds

Company News

BANKING—First Wisconsin National Bank, Milwaukee, Wis., will become the first Wisconsin bank to establish an office overseas with the opening of its branch in London. The bank won a Presidential "E Award" in 1967 for its efforts in expanding Wisconsin exports through an active international department and a network of foreign correspondent banks. Plans call for the London branch office to open soon.

PAPER PRODUCTS—Weyerhaeuser International, Inc., New York, has made plans to build a plant including two separate paper mills in Jamaica. Operation of the plant will be by a new Jamaican company, West Indies Pulp and Paper, Ltd., a joint venture of Weyerhaeuser and the Jamaican firm of West Indies Paper Products, Ltd. One mill will produce corrugated paper and unbleached wrapping paper, while the second will make tissue paper. The two joint venture firms also operate Jamaica's largest container packaging complex.

ALUMINUM—An agreement has been reached between the Government of the Republic of Guinea and FRIA (Compagnie Internationale pour la Production de l'Alumine) permitting future expansion of the FRIA bauxite mining and alumina refining operation in Guinea. FRIA shareholders include Olin Mathieson Chemical Corp., New York; the French companies Pechiney and Ugine-Kuhlmann; Swiss Aluminum; British Aluminum Co., Ltd.; and Vereinigte Aluminum-Werke, A.G., of Germany. The FRIA plant in Guinea, which now produces 500,000 metric tons of alumina yearly, will increase production to 700,000 tons annually under the new agreement.

STEEL—Interlake Steel Corp., Chicago, and Cyklo-Gesellschaft Emil Hoffman, Cologne, Germany, have concluded a cooperation agreement. Under the agreement, which also includes the Swedish subsidiary of the German company, the two companies will largely combine their marketing. Interlake will give technical assistance to the two Cyklo companies, which in turn will sell the American company's machines for the production of steel strips in Germany and Sweden.

Newsletter

An indicator of U.S. business interest in Latin America is the capacity enrollment of 45 company officials from 16 states who will attend the U. of Nebraska's first Business Executives' Seminar on Latin America at the Lincoln campus next week. Special sessions on Venezuela, Mexico and Brazil are a response to specific requests by participating companies. Currency inflation and government relation to business operation are also on the agenda.

A plastics perspective on a recent plastics machinery show: heat was supplied by 2,122 interested trade visitors, materials by 20 U.S. exhibitors, dies by the Milan U.S. Trade Center staff. Into the hopper after 9 days popped these end products: floor sales of $287,223, 12-month projected further sales of $2,806,500, appointment of four agents, negotiations with four others and one licensee, sales by two new-to-market firms of more than $100,000 each. The Oct. 5-13 U.S. Plastics Machinery, Controls and Materials Exhibition was the scene of this action.

The American Institute of Kitchen Dealers took over the Frankfurt U.S. Trade Center recently for a between-shows symposium. The session, arranged by Trade Center staff members, attracted 130 visitors from trade associations, dealerships and the press, including some from France and Switzerland. Topics ranged from financing to construction standards.

Overseas promotional work in a Group Foreign Buyers Program paid off at the Food and Dairy Industries Exposition last month in Chicago. A total of 98 foreign businessmen from 71 firms in seven countries, including Mexico, Japan, Finland and Sweden, came to Chicago because of the program—about 35% of the overseas visitors at the show.

What is good for Kansas City is good for the country. We mean the message sent to firms in that area by the Commerce Department Field Office there about this magazine's World Trade Opportunity proposals (already mentioned in this column, but worth repeating): they represent an average of one confirmed transaction each day in the year; initial sales from the leads had a dollar value average of $31,000; one of every six leads acted upon proved successful. These figures are based on the most recent yearly records by U.S. posts overseas.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

C. R. Smith
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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in this issue

Periodic progress reports form a major part of INTERNATIONAL COMMERCE'S weekly service to its readers. The World Market Report is updated quarterly; the list of U.S. trade promotions abroad appears in the first issue each month. The article about the Committee of American Steamship Lines "Ask CASL" program is outside the perspective of regularly recurring reports, but it, too, is an assessment of progress, based on three years of experience under the program.

November 4, 1968

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International Commerce

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WORLD MARKET REPORT, PAGES 2-5

Most trading countries buy more foreign goods

Smaller number expand imports from United States; gold, exchange reserves increase

More than half of this country's 49 largest markets increased purchases of U.S. merchandise in the latest 12 months for which import data have been reported.

A somewhat higher ratio—about two-thirds—boosted their imports from all sources. As a result, our share expanded in about a third of the foreign markets shown in the table on pages 4 and 5.

In another sixth of the cases the U.S. position showed little or no change.

With the exception of Germany and France, our top ten trading partners expanded buying from American suppliers. In most instances, however, total imports grew faster than those from the United States. Our share improved only in the United Kingdom, Canada, and India.

Among the smaller developed countries, nearly half absorbed more goods from this country. A majority of the developing nations which have expanded their U.S. imports during the past year are located in the Far East. Latin American nations, on the other hand, constituted over half of those reducing their purchases of U.S. products.

World imports climb

The free world's economically advanced countries generally purchased more foreign merchandise than in the preceding 12-month period. Sparked by record-breaking industrial output, the 17% import gain by Japan was two to three times the rise in other leading industrial nations. The increase in Japanese purchases from abroad, however, represented a further slowing from the peak rates recorded in World Market Reports this year. This deceleration reflected the restrictive measures adopted by the Government to deal with its balance of payments deficit, which was eliminated in the second quarter of 1968.

Continued improvement in German economic activity spurred a quickening in the buying of foreign goods. Rising by 9% for the year ending July 1968, the import advance was more than double that of the preceding report in this series.

Imports into the United Kingdom likewise reached a record value, 8% greater than in the previous comparable period. This increase stemmed from strong demand for foreign consumer goods despite the November devaluation and the marked advance in industrial production. For similar reasons, the Netherlands also posted an 8% increase in purchases from abroad and the inflow of merchandise into Belgium-Luxembourg accelerated to 7%.

Italian imports, buoyed by strong domestic demand and peak levels of industrial activity, registered a rise of 7%. This pace, however, represented a further slowing from the very rapid rates of expansion in foreign purchases during 1966 and 1967.

Canadian imports, still showing the effects of the economic slowdown last year, decelerated again. Also contributing to the lower rate of arrivals was the more moderate advance in the entry of duty-free automotive products from the U.S.

The French import gain was held to 4% due largely to sluggishness in economic activity during much of 1967 and the disruptions to trade caused by the labor and political unrest of May-June 1968.

Cutting back imports by a fourth, New Zealand recorded by far the largest decrease among the half-dozen developed countries that bought less foreign products. Designed to counteract lower export receipts from depressed world prices for wool, the government's fiscal and monetary restraints and the currency devaluation of last November helped reduce imports and produce a current account surplus by mid-1968.

Prominent among the developing countries providing 1968 data and increasing purchases from abroad were Korea, Iran, and Taiwan, with gains of 50%, 26%, and 24%, respectively. The rise in Korean imports reflected last year's partial liberalization of import restrictions and continued strong growth of its industrial sector. Iran stepped up its import pace as a consequence of an expanding economy and larger government investments in capital-intensive projects, made possible by higher oil receipts. Ample foreign exchange and rapid progress in industrialization led to the vigorous advance in Taiwan's purchases from other countries. As Mexico's manufacturing sector continued its marked growth, contributing increasingly to the gross national product, the country absorbed a tenth more in imports.

India, the biggest developing market which reduced imports, cut back foreign purchases by 3%. Despite excellent harvests in 1967, the economy had not yet fully recovered from the severe droughts of the two preceding years.

Higher imports from U.S.

Of the two dozen leading trading countries that increased their purchases of U.S. merchandise, our share expanded in two-thirds, equally divided between developed and developing nations. In Britain, one of the three top ten markets where the U.S. standing was bettered, the surge in purchases of American civilian aircraft and military items accounted for much of the 9% increase in arrivals from here. Other product lines where imports expanded included scientific and controlling instruments, organic chemicals, and computers.

The greater movement of automotive products and, to a lesser extent, aircraft into Canada was the major factor in the 8% rise in the inflow of U.S. goods. Contributing to India's modest increase of 2% in U.S. imports was AID financing of larger quantities of manufactured fertilizer and organic chemicals.

Among the smaller economically advanced countries where our relative position improved were Denmark, Switzerland, Belgium-Luxembourg, Sweden, Norway, and Spain. The sharp increases in U.S. imports by Denmark and Switzerland of 19% and 13%, respectively, featured bigger purchases of aircraft and plastic materials. In addition, Denmark

increased imports of other chemicals, nonelectric machinery, and scientific and controlling instruments. Sales of U.S. chemicals gained also in Norway, along with petroleum products and cereals. Plastic materials and aircraft accounted for much of Sweden's 9% jump in arrivals from this country. Belgium-Luxembourg's added purchases of organic chemicals and plastic materials helped swell its imports from us by a tenth.

Korea, Singapore, Taiwan, and Hong Kong boosted buying of American goods more rapidly than from other suppliers. In the latter case, imports from here were up by 20%; in the others, even more. A 55% jump by Korea stemmed mainly from greater receipts of our electric and nonelectric machinery.

In half of our ten key markets, U.S. sales were higher but shares failed to improve. Japan recorded a solid rise in purchases here of 16%, slightly less than from other sources. Much of the increase was ascribable to heavier buying of coniferous sawlogs, coal, metalworking machinery, office equipment, and aircraft, especially in the first half of 1968. Despite the delivery of fewer U.S. aircraft to Mexico, arrivals from American suppliers rose by 9% largely in road motor vehicles, nonelectric machinery, and organic chemicals.

Gains in purchases from the United States were kept to less than 5% by Australia, the Netherlands, and Italy. In each country, higher receipts of our aircraft aided importantly in the increase. For the Netherlands, also contributing were rising purchases of feedgrains, organic chemicals, and plastic materials. Scientific and controlling instruments were factors in Italy's small 2% increase in imports from the United States.

Germany and France, our two biggest markets on the Continent, bought moderately less here but more elsewhere during the 12-month period ending in July 1968. Though German imports from the United States dipped by 3%, if military goods are deducted their purchases in this country showed little change. Arrivals into France fell a bit more rapidly than in Germany, mainly from reductions in organic chemicals, copper, computers, mechanical handling equipment, telecommunications apparatus, and scientific and controlling instruments.

The U.S. standing fell slightly in New Zealand but dropped sharply in four of the smaller European markets—Greece, Yugoslavia, Turkey, and Finland—where imports from here plummeted by from 20% to 30%. The completion of large American investment projects had an adverse effect on our deliveries to Greece.

Month-to-month trade surplus improves

U.S. export and import figures just released by the Bureau of the Census show a trade surplus in September of $282 million, seasonally adjusted. The September surplus was substantially above the $89 million August surplus, and the largest since last November.

September exports, at $3,246 million seasonally adjusted, showed an increase of 11% over August. It was the first time in history that exports for a single month have exceeded $3 billion. General imports in September, at $2,964 million seasonally adjusted, were about 4% above the August level.

An analysis of U.S. foreign trade in the first three quarters of this year will be presented in an early issue of INTERNATIONAL COMMERCE.

The cessation of PL-480 shipments to Yugoslavia and reduction in AID-supplied goods to Turkey were prime factors depressing arrivals from this country. Finnish demand for our products decreased as domestic investment outlays were lowered and monetary restrictions were imposed. Also the market for our wheat weakened considerably in the face of larger local supplies and stiffer competition from other foreign sources.

Nigeria again received fewer American goods as the civil war continued to disrupt the economy. In a sharp reversal, Pakistan cut its American purchases for the year ending July 1968 by 12%, about the same rate as from other suppliers. This turnabout stemmed from improved crops in 1967 and government import restrictions imposed as a result of continuing low reserves and delayed foreign aid. Most of the Latin American countries reduced spending on U.S. goods during the past year.

Official reserves grow

Official reserves of gold and foreign exchange held by the 49 countries totaled $52.5 billion as of June 30, 1968. This represented a net advance of $1.5 billion over the level of a year earlier. Of this gain, developed areas contributed 75% or more than $1.1 billion. For the group, however, the growth was only 2½%, as compared to almost 6% for developing nations. The 29 markets that added to centrally-held reserves during the period were about equally divided between the more and the less economically advanced states.

Germany's holdings increased by $1,090 million, the largest gain of any country in the past year. This surge resulted from the exceptionally big merchandise trade surplus and the inflow of short-term capital during the international monetary disturbances of late 1967 and early 1968.

Strength in its current account bolstered Italy's reserve position. High tourist receipts and the faster growth in exports than imports were key factors in the $312 million improvement.

South Africa's jump of $555 million in official holdings was largely the result of the inflow of foreign funds following the British devaluation. It also reflected an improved trade position stemming from a record harvest and financial restraints imposed on the economy. Switzerland's rise of $161 million was likewise due, in part, to capital inflows especially when sterling and the French franc were under pressure.

Among the developing countries, Israel had a substantial increase in holdings from foreign bond sales and donations. Strengthened by a $90 million drawing from the International Monetary Fund last December when poor export earnings multiplied payments difficulties, India's reserve position rose by $105 million. Argentina's improvement of $56 million was related to enlargement of its trade surplus and proceeds from bonds marketed abroad.

A huge loss of $1,171 million in French reserves occurred last May and June when industrial and political disturbances immobilized economic activity and weakened confidence in the franc. Although France made full use of drawing rights within its gold and super-gold tranche positions in the IMF, support of its currency in foreign exchange markets caused a serious drain on reserves.

The decline of $151 million in U.K. holdings took place predominantly in the third quarter of 1967 in the aftermath of the Middle East crisis. Much of the pressure on the pound, before and after devaluation, was relieved through intercentral bank swaps. Also, to add to official reserves almost $500 million worth of the Government's remaining dollar security holdings was sold last November. Japan's net fall-off of $98 million in gold and foreign exchange reflected chiefly the higher level of imports.

Among developing countries, Brazil's holdings declined by $39 million. The loss occurred mostly in May and June 1968 as importers liquidated foreign obligations in large amounts in anticipation of further devaluation of the cruzeiro.

The 49 markets shown below accounted for 88% of 1967 imports into all free-world

Value in millions of dollars

Published

Country	1967 Imports			1968 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1967	1968
United Kingdom	17,714	2,218	12.5	July	11,105	1,384	12.5	+ 8	+ 9	2,834	2,683
Germany, Fed. Rep. of	17,546	2,139	12.2	July	11,438	1,311	11.5	+ 9	− 3	7,793	8,883
France	12,381	1,220	9.9	July	7,781	762	9.8	+ 4	− 4	6,688	5,517
Japan	11,664	3,213	27.5	July	7,471	2,056	27.5	+17	+16	2,099	2,001
Canada	10,947	8,008	73.2	July	7,028	5,226	74.4	+ 6	+ 8	2,630	2,703
Italy	9,697	1,025	10.6	June	4,891	572	11.7	+ 7	+ 2	4,969	5,281
Netherlands	8,336	886	10.6	July	5,294	559	10.6	+ 8	+ 3	2,471	2,477
Belgium-Luxembourg	7,176	590	8.2	July	4,669	395	8.5	+ 7	+10	2,457	2,532
Sweden	4,703	436	9.3	July	2,858	267	9.3	+ 6	+ 9	1,007	955
Switzerland	4,117	337	8.2	July	2,577	234	9.1	+ 5	+13	3,239	3,400
Australia	3,872	990	25.6	June	2,093	503	24.0	+ 5	+ 4	1,542	1,502
Spain	3,484	584	16.8	Aug.	2,292	401	17.5	− 4	+ 3	990	959
Denmark	3,142	270	8.6	July	1,828	165	9.0	+ 3	+19	543	468
Norway	2,746	176	6.4	July	1,554	117	7.6	+ 1	+ 3	601	693
South Africa, Rep. of	2,951	497	16.8	Feb.	478	77	16.1	+ 8	− 3	678	1,233
India	2,692	1,031	38.3	May	1,116	437	37.6	− 3	+ 2	615	720
Austria	2,309	81	3.5	July	1,425	49	3.4	+ 4	− 9	1,385	1,495
Hong Kong	1,818	245	13.5	Aug.	1,291	186	14.4	+ 2	+20	(1)	(1)
Mexico	1,748	1,102	63.0	June	956	619	64.7	+10	+ 9	591	598
Finland	1,717	84	4.9	July	899	40	4.5	− 7	−21	188	323
Yugoslavia	1,707	124	7.3	June	838	41	4.9	+ 4	−30	112	131
Brazil	1,667	572	34.3	June	980	304	31.1	+16	− 2	273	234
Singapore	1,437	80	5.6	Apr.	507	30	6.0	+ 9	+29	(1)	(1)
Greece	1,186	100	8.4	May	481	35	7.2	− 4	−32	260	253
Philippines	1,172	402	34.3	May	510	168	32.9	+17	+ 9	169	187

Note: The countries shown above include the 49 major importers of U.S. merchandise in 1967 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, and the Republic of South Africa.

Import figures have been converted into U.S. dollar equivalents at exchange rates prevailing at the time of importation. Eleven of the 49 countries listed in this table devalued their currencies in the final quarter of 1967. If imports were valued in their national currencies rather than converted to U.S. dollars, the import changes in the latest 12-month period compared with the preceding 12-month period would be as follows: U.K., +20% from world and +22% from U.S.; Denmark, +9% and +26%; Hong Kong, +7% and +26%; Finland, +15% and −3%; Ireland,

market report

oreign markets and 90% of imports from the United States.

uarterly

Country	1967 Imports			1968 Imports January through latest month				Import change in latest available 12-month period compared with preceding 12-month period		Reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1967	1968
ran	1,126	209	18.5	May	574	104	18.1	+26	+18	277	310
Pakistan	1,101	361	32.8	July	566	161	28.5	−13	−12	176	195
Argentina	1,096	243	22.2	June	498	115	23.0	− 6	−13	670	726
reland	1,081	87	8.1	June	575	40	7.0	− 1	− 8	469	386
Portugal	1,013	71	7.0	July	556	43	7.8	− 2	−17	1,082	1,242
Korea, Rep. of	996	305	30.6	June	652	223	34.2	+50	+55	306	380
Thailand[2]	[3] 971	164	16.8	...	.....	.....	....	+11	+12	1,019	1,051
New Zealand	962	104	10.8	June	403	45	11.2	−24	−27	123	169
Peru	833	305	36.6	June	364	125	34.3	−14	−17	124	91
Taiwan	806	248	30.8	Apr.	246	63	25.5	+24	+29	392	416
Israel	755	196	25.9	June[5]	516	117	22.7	+15	+ 8	[4] 622	745
Turkey	691	124	17.9	June	398	49	12.3	+ 9	−22	116	124
U.A.R. (Egypt)	792	69	8.8	...	.....	.....	....	−26	−67	231	198
Nigeria	626	78	12.5	June	243	26	10.8	−29	−53	159	125
Kuwait	593	129	21.7	...	.....	.....	....	+28	+32	200	180
Viet-Nam, Rep. of	538	174	32.4	May	142	38	26.9	−32	−53	373	352
Colombia	497	225	45.3	Mar.	157	81	51.3	−26	−27	73	117
Trinidad and Tobago	411	63	15.3	May	164	22	13.6	−13	− 6	26	43
Jamaica	348	135	38.7	Mar.	92	36	38.7	+ 4	+ 9	121	142
Panama	268	107	39.9	Mar.	68	28	40.5	+ 7	+ 7	69	[4] 60
Guatemala	247	100	40.5	...	.....	.....	....	+20	+16	69	84
El Salvador	224	70	31.2	...	.....	.....	....	+ 2	− 2	77	65
Nicaragua	204	88	43.0	...	.....	.....	....	+12	+ 5	44	[5] 37
Costa Rica	190	74	39.0	Mar.	48	17	34.8	+ 6	+ 2	18	21

+9% and — less than 0.05%; Trinidad and Tobago, −6% and +1%; and Jamaica, +11% and +15%. Spain, New Zealand, Peru and Israel also devalued their currencies last fall but data are not available for comparable calculations.

Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

[1] Not available.

[2] Port of Bangkok only, beginning October 1967.

[3] Partly estimated.

[4] End of March.

[5] End of May.

Source: Official trade statistics of listed countries.
International Monetary Fund, *International Financial Statistics.*

EXPORTING WORKSHOP was held in San Antonio during Hemisfair. Above, speaker is Rear Adm. R. K. James, CASL executive director; at right is Ambassador Edward Clark, who was then commissioner of the U.S. Pavilion. CASL workshops, usually co-sponsored with Commerce field offices, help introduce potential exporters to CASL services, generate new business which often goes to member lines.

More than 6,100 U.S. companies have made moves to 'Ask CASL' in ship lines' 3-year-old program

Committee of American Steamship Lines helps locate distributors, supplies information on shipping, packaging

A $1.3 million order in Japan for a California bowling equipment company . . .

Leads in West Germany, Italy and Uganda for an Ohio maker of prefabricated houses . . .

Key distributors in Europe and Asia for U.S.-made pens and lighters . . .

These are among many success stories of companies that have been assisted by the marketing service of the Committee of American Steamship Lines called "Ask CASL."

"In its three years of operations," according to CASL's Director of Trade Expansion Robert W. Barrie, " 'Ask CASL' has replied to more than 33,000 market inquiries and has extended its assistance to 6,100 corporations."

While the structure of the parent CASL organization is due for revision in 1969 in combination with other shipping units, the achievements so far of the "Ask CASL" program indicate its continuance under the reorganized leadership, another CASL spokesman said.

The "Ask CASL" program originated in early 1965 when the presidents of several CASL lines, which had individual trade development departments, decided they could better respond to the requests of President Johnson and the Secretary of Commerce to expand exports by banding together. In this way they would be able to pass along requests for assistance in countries where they had no agents to fellow CASL members who serviced the area.

The program has been publicized through the CASL newsletter, CASL-sponsored workshops, trade publications of member lines, Department of Commerce Field Offices, Chambers of Commerce, port authorities, manufacturers associations, and many other sources. CASL has also conducted direct mailings to promote the service.

CASL issues a quarterly newsletter, *Trade Expansion News*, to 75,000 U.S. businessmen. Each copy includes a reply card to obtain more information about world markets, exporting and importing. CASL estimates it receives 200 to 300 of these cards back each issue.

Another related activity is its workshop program. CASL has held 26 workshops for exporters, nearly all in cooperation with Commerce Department Field Offices. An upcoming one will be the first in conjunction with a convention—the Scientific Apparatus Makers Assn., scheduled for Boca Raton, Fla., next month.

Commerce Dept. cooperation

CASL has also worked closely with the Commerce Department in co-sponsorship of a Trade Mission to Bangkok.

When a company official decides to "Ask CASL" here's what happens. He writes CASL's Washington office for an application form. This form covers product description, location of plants, areas to which he wishes to export, and type of overseas representative wanted. When completed, it is sent to the CASL office, which forwards it for evaluation to the trade development department of one or more of the 13 American-flag ship members of CASL serving the desired market.

If the company is small, the line's recommendation may be that it seek a combination export manager. If the firm is medium in size, or is a large firm wishing to introduce a specialized product or enter a new market, it may be asked to furnish CASL with descriptive material about its products, and if possible have translations made in languages of the countries where it wishes to sell. This is circulated to the CASL lines' agents in the appropriate countries, who make contact with local representatives that may be able to take on the account. There are some 1,300 CASL lines offices and agents in 137 countries.

If the firm wishes to send officials overseas to talk personally with the prospective representatives, CASL will help in setting up appointments.

In addition to its Japanese account mentioned above, the National Bowling Corp. of Oakland, Cal., credits CASL for further assistance, such as putting it in touch with prospects in Mexico, Peru and Bolivia. The company also negotiated a licensing arrangement in Japan to make some bowling alley components, and has already earned more than $100,000 in royalties.

Workshop brings leads

The president of Leisure Homes, Inc., of Youngstown, O., attended a CASL-sponsored workshop to learn if his seasonally-restricted business might profit from entering foreign markets. After describing the method for assembling his houses, he was told by CASL marketing specialists at the workshop that they could be highly salable products overseas, and were tailor-made for ship containers. He then pursued profitable CASL leads in West Germany, Italy and Uganda.

Scripto's vice president for export sales W. Herman Berg attended a recent CASL workshop in Atlanta and requested help in locating overseas distributors for several of his company's products. The man from CASL contacted Lykes Bros. Steamship Co., which consulted its files of overseas distributors who have written to CASL lines stating U.S. products they are interested in handling. This process led to appointment of the key distributors in Europe and Asia.

CASL member lines have reported increased business as a result of the "Ask CASL" program. Moore-McCormack Lines says that as a result of a CASL workshop in Iowa it developed three new customers whose combined shipments of containerized machinery have accounted for more than $12,000 in freight revenue to date. Mooremack has already achieved some results from a workshop in Kansas City last spring.

Traffic for U.S.-flag ships

United States Lines made a survey of its sales department, with the following results: the department followed up 69% of the firms that it evaluated; 51% of these sold their goods overseas as a result of the programs; 37% of this group used U.S.-flag lines.

When the program was set up, a large number of services were envisioned. However, according to Trade Expansion Director Barrie, requests tended to fall easily into one of three categories: assistance in finding potential distributors and agents (about 85% of inquiries); information on transportation; and information on packaging.

Other CASL services to exporters include providing information on import regulations, currency conversion, licenses and controls, export documentation, freight rates, how to meet foreign competition, and on use of advertising media, power facilities, free ports and free trade zones. An example of the extra service provided by CASL occurred when a Colombian customer's letter of credit from a South American bank was about to expire just as the client's goods were to be shipped on Grace Lines. A CASL trade development representative contacted the Grace Lines agent at the port, and he persuaded the importer to arrange to have the letter of credit extended.

Members of CASL are: American Mail Line, Ltd., American President Lines, Ltd., Delta Steamship Lines, Inc., Farrell Lines, Inc., Grace Line, Inc., Gulf & So. American Steamship Co., Inc., Lykes Bros. Steamship Co., Inc., Moore-McCormack Lines, Inc., Pacific Far East Line, Inc., Prudential Lines, Inc., States Steamship Co., The Oceanic Steamship Co., and United States Lines Co.

How can CASL tell if its marketing service is paying off?

"We feel that enough of the new business our program helps set up is shipped on American-flag lines to make it worthwhile. One exporter assisted by 'Ask CASL' not only placed his new business with a U.S. line but transferred his old as well," said Barrie.

AMA seminars to study investment control program, financing company growth

In response to businessmen's questions concerning the recently enacted foreign direct investment program, the American Management Association has scheduled a seminar on "Foreign Operations Today —the OFDI Regulations, Tax Laws and Tight Money."

A group of leading experts in international finance and taxation will meet at AMA headquarters in New York on Nov. 6-8 to discuss the effects of the OFDI regulations, recent changes in the conduct of business abroad, the Office of Foreign Direct Investment and its regulations, Euro-dollar financing, foreign tax credit, and major tax considerations likely to be encountered.

Also scheduled this month is an AMA Briefing Session on "Financing Company Growth Under Current Money Conditions," Nov. 25-26, at the New York headquarters. This meeting is designed to update shifts in the monetary trend and to explore all aspects of today's money explore all aspects of today's money picture.

Topics under discussion will include: an analysis of sources for available funds; possible solutions to problems of financing company expansion; pros and cons of the future of public security markets, and the effects of current government policy.

Write: American Management Association, AMA Building, 135 West 50th St., New York, N.Y. 10020.

THIRD ANNIVERSARY of 'Ask CASL' was observed aboard SS *Prudential Seajet* in New York recently. Attending were, left to right, Robert W. Barrie, CASL's trade expansion director; George Griswold of Gulf & S. American Steamship Co.; Rear Adm. R. K. James, CASL executive director; Spyros S. Skouras, president, Prudential Lines, Inc.; and Joseph A. Medernach, Moore-McCormack Lines, Inc.

Los Angeles area telling investment story worldwide

Los Angeles is telling its industrial development story to investors worldwide.

The city's official publication devoted an entire recent issue to a presentation of the advantages of the Los Angeles area from the perspective of foreign manufacturing or financial interests. The publication, *Los Angeles Scope*, has been distributed to U.S. Embassies and other posts abroad for use in commercial libraries, and to companies in most of the world's major trading nations.

The project began last year when John Hunt of the Los Angeles Economic Development Board participated in "Invest in the USA" meetings addressed by Johnson Garrett of the U.S. Department of Commerce's Office of International Investment, and arranged by William T. Lockett of the Commerce Los Angeles Field Office.

The 32-page publication, which centers attention on the area's sea, air and rail links, its power, production and marketing resources, rate of growth, and size of retail market, is one of the first by a major U.S. trading area to be aimed specifically at encouraging investment from abroad.

Persons seeking to obtain additional information on establishing a business in the Los Angeles area are asked to address communications to: Commissioner Howard W. Chappell, Executive Secretary, Mayor's City Economic Development Board, Room 278, City Hall, 200 N. Spring St., Los Angeles, Calif. 90012.

Foreign Service Officers at NFTC

Four commercial specialists from the U.S. Foreign Service will be available for consultations with businessmen attending the 55th National Foreign Trade Convention in New York Nov. 18-20. They will be on hand for half-hour interviews, 9:30-12 and 2:30-5, each day.

For an appointment, conference delegates may write to the New York Field Office of the U.S. Department of Commerce, Attention Mr. Robert Zelenko, Federal Office Bldg., 26 Federal Plaza, New York, N.Y. 10007. Those requesting appointments are asked to specify Foreign Service Officer by name (see below), preferred appointment time, company name, address, and product manufactured.

Robert L. Brown is Deputy Executive Secretary in the Executive Secretariat, Department of State. He was an Economic Officer at the U.S. Embassy in Taipei, Taiwan, 1965-68, and earlier served at posts in Brussels, Kobe, and Casablanca. A native of Ohio, Brown is a graduate of Syracuse University, has had advanced economic study at Northwestern, and in 1962 attended the Foreign Service Institute's Senior Seminar in Foreign Policy.

BROWN

Malcolm Lawrence is working on one of the Commerce Department's new export development activities—Joint Export Associations—in the Office of International Trade Promotion, and is prepared to answer questions on this program. Lawrence recently returned from a tour as Commercial Attache at the U.S. Embassy in Bern where he went in 1964. Born in Washington, D.C., he has an M.A. from George Washington U.

LAWRENCE

George Falk at present is assigned to the Commerce Department's Office of Foreign Commercial Services. In July, Spanish-speaking Falk completed a tour of duty as Assistant Commercial Attache in Madrid, where he had been since 1965. He has also served at posts in Turin and Havana. Falk worked at the State Department for several years before becoming a Foreign Service officer in 1956. He has an M.A. from Maryland University.

FALK

Ray Crane, recently returned to the U.S. from Mexico where he has been a Commercial Officer at the U.S. Embassy since 1966, has just been assigned to the Commerce Department's Office of International Trade Promotion. His earlier posts have included Lourenco Marques, Johannesburg, Rio de Janeiro, and Sao Paulo. Fluent in Portuguese, Crane was a teacher in Brazil in the early 40's. He is a native of Utah.

CRANE

Investor exemptions need early filing

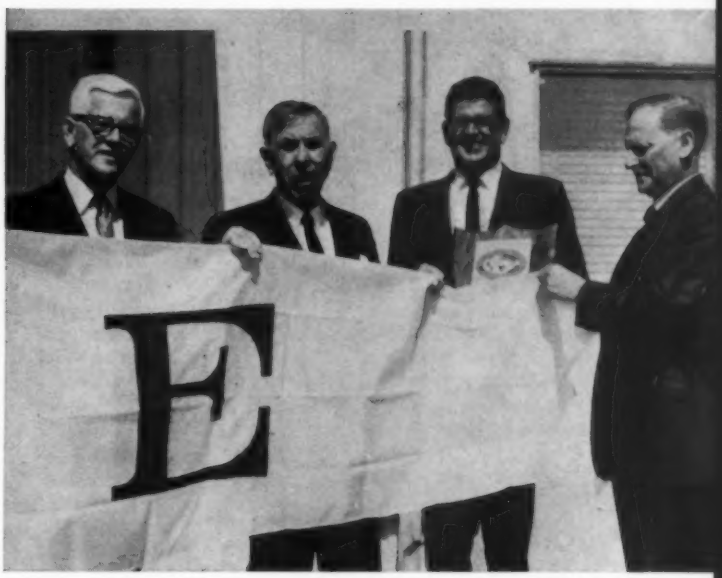
Investors who intend to seek specific authorizations or exemptions from the Foreign Direct Investment Regulations should file applications as soon as possible, Director Charles E. Fiero of the Office of Foreign Direct Investments, U.S. Commerce Department, has announced.

The compliance deadline for calendar-year direct investors is Dec. 31, and the Office anticipates a heavy workload in the closing weeks of the year. In a letter to all direct investors, Fiero noted that at least 30 days are required to process an application even in normal periods.

General Bulletin No. 2, an analysis of three major sections of the Foreign Direct Investment regulations, is now available.

The new bulletin, published in the *Federal Register* Oct. 25, covers the following sections: direct and indirect interests; affiliated, associated, and family groups; ownership of direct investors; and rules for reporting; repayment of borrowings; direct investments in Canada.

One copy of General Bulletin No. 2 is available without charge at the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230 and at Commerce Department Field Offices. Additional copies may be ordered at 15 cents each from the Superintendent of Documents, Govt. Printing Office, Washington, D.C. 20402.



RECENT 'E' AWARD CEREMONIES took place at company plants. Left, Danuser Machine Co. 'E' was presented by Congressman William L. Hungate (l.) to company president J. Henry Danuser (r.) in Fulton, Mo. Right, Cane Machinery & Engineering Co. award ceremonies in Thibodaux, La. were attended by (l. to r.): Marcel Michie, manager; Congressman Edwin Willis; Harold Willett, general manager.; and Warren Harang, Jr., president.

Missouri and Louisiana tractors, parts find markets abroad, earn 'E's for manufacturers

Danuser Machine Co. of Missouri and Cameco of Louisiana use training programs, language skill to increase exports

Overseas sales of farm and industrial equipment from Missouri and machines for the sugar cane industry, made in Louisiana and shipped to sugar-producing countries, have increased in the past two years to earn Presidential "E" awards for their manufacturers—Danuser Machine Co. of Fulton, Mo., and Cane Machinery & Engineering Co., Inc., of Thibodaux, La.

Danuser Machine Co. has conducted training courses for foreign salesmen of its farm equipment, paying all expenses and bringing the salesmen to its Missouri plant to learn more about its products. The firm prepares advertising and price sheets in foreign languages to promote its products overseas. The company president makes frequent trips abroad.

Danuser feels its efforts have paid off: export sales have increased by nearly 50% from 1965 to 1967.

When freight costs deplete profits from the sale of Danuser products in some foreign countries, the company works to obtain licensing agreements. Danuser provides prints and engineering data in return for a percentage of income on net sales. Danuser presently has licensing arrangements in England, South Africa, Australia and New Zealand, and has proposals pending in other countries.

Danuser produces both finished equipment, and components and accessories used by other tractor makers and exporters.

Danuser exports to Canada, Australia, New Zealand, Mexico, Guatemala, the United Kingdom, Republic of South Africa, Colombia, Venezuela, the Bahamas, Nigeria, Iceland, Italy, France and Japan.

Cane Machinery & Engineering Co., Inc., of Thibodaux, La., manufactures machinery for the sugar cane industry. Export sales have nearly doubled since 1965, accounting for the majority of company sales.

Cameco has developed a system of harvesting, hauling and mill yard handling for sugar cane. It sends personnel overseas to produce a plan of mechanization for each potential customer, showing how the system can be installed, how it will operate and how it will pay for itself.

Cameco systems have been installed in Jamaica, Honduras, Nicaragua, Puerto Rico, Venezuela, the Sudan, and Mozambique, and partial systems have been installed in several other countries.

Cameco plans its marketing approach to each country on an individual basis—sometimes making direct contact with the customer; in other cases, appointing dealers. The company always stresses personal contact with the ultimate customer and knowledge of local languages.

Technical advice given

Sales engineers visit foreign customers and dealers, and engineers and technicians are frequently sent in conjunction with deliveries of equipment to give instruction in operation and maintenance to the operating personnel.

Financing aids include those offered by the usual letter-of-credit, AID, Eximbank, and insurance through FCIA.

Cameco has a licensing agreement with a company in Mexico that builds cane loaders for the local sugar industry, using parts shipped from the United States.

United States overseas

Where and when should a U.S. firm venture into exporting for the first time or attempt to expand its sales in overseas markets? An apt answer may lie in the columns below that list details of U.S. overseas export promotions.

Sales opportunities are provided for present or potential U.S. exporters in U.S. Exhibitions at commercial trade fairs around the world, and shows at the six U.S. Trade Centers. These are planned after basic market research has shown a strong demand for a particular category of products. Other opportunities of interest are trade missions, America Weeks promotions, the Sample Display Service, and Mobile Trade Fairs. The last three are more fully described in a special notice accompanying this list.

Trade Center shows in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm are limited to one product line.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, write: Commercial Exhibits Division, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries, with Government approval and assistance.

U.S. manufacturers wishing further details on submitting business proposals for participation in future trade missions should **write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming U.S. trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

MARINE EQUIPMENT. Scandinavia. The shipbuilding and marine industries are traditionally important to the Scandinavian countries. Sweden is one of the largest shipbuilding nations in the world. Together with Norway, Denmark and Finland, the Scandinavian countries produce 15.5% of the world's ships in terms of tonnage. Aware of the importance of these activities, all four countries are striving to modernize and increase the efficiency of their operations. Each has established programs to further the development of these industries. A recent market survey revealed that this is a promising market area for a wide variety of equipment for the shipbuilding and marine industries. The exhibition will allow U.S. manufacturers of equipment for these industries to show and sell their products to a select audience of shipbuilders, ship owners and operators, naval engineers, ship designers and others concerned with maritime activities. Firms interested in this event should telephone Area Code 202, 967-5751. **Stockholm Trade Center. Jan. 15-21, 1969.**

COMPUTER DISPLAYS. United Kingdom. The U.K. demand for computer graphic-display systems is expected to grow substantially in the future. Within the next ten years several thousand units will be installed by airlines, banks, stockbrokers, government agencies, and industry. Equipment showing favorable market potential include C.R.T. systems, digital incremental plotting systems, digitizers, automatic drawing equipment, high speed printers, alpha-numeric indicators, and data transmission systems incorporating computer graphic-display systems. For complete details telephone Area Code 202, 967-3839. **London Trade Center. Jan. 17-21, 1969**

CHROMATOGRAPHY INSTRUMENTATION. Germany. Germany is a thoroughly international field in which highly developed instruments for research find ready acceptance irrespective of origin, and for special equipment, regardless of price. Projected expenditures for science have grown 146% from 1961 to 1966. A 100% gain is expected by 1970, compared with the 1966 expenditures. U.S. spectroscopic and chromatographic instruments are already widely accepted. Firms planning to exhibit new equipment, accessories and methods at the U.S. Trade Center exhibition should call Area Code 202, 967-4733. **Frankfurt Trade Center. Jan. 20-24, 1969.**

REPROGRAPHIC EQUIPMENT. Italy. Currently purchasing reprographic, microfilming and advanced documentation equipment at a rate of $20 million annually, the Italian market for this type of equipment is expanding at a rate of 20% per year. Eighty percent of the domestic demand is served by foreign suppliers, among which U.S. equipment producers are established in the dominant position. Italian industry has only recently begun to understand the need for modern office organization and operation. There is an increasing demand for both standards and sophisticated equipment, and the consumer base is expanding rapidly. Government and Municipal organizations are beginning to employ reprography, microfilm and advanced documentation equipment. Scientific and research institutions and universities are expected to have more funds available for the purchase of this type of gear. Banks have been pioneering in the use of this type of equipment and still represent a large commercial potential, together with industrial corporations and other business firms. Insurance companies are also equipping with copiers but have yet to seriously consider microfilming equipment. Large department stores have started to offer copying services. Reprographic job shops are springing up everywhere, especially in the industrial north, and are enjoying brisk business with an ever increasing number of customers. In the face of increasing competition from Europe and the Far East, the future of U.S. suppliers in the Italian market lies in their continued efforts to merchandise, promote and sell what the Italians themselves consider to be the most complete, advanced and finest equipment available from any source. Get your information on participation agreements by calling Area Code 202, 967-3968. **Milan Trade Center. Feb. 5-11, 1969.**

promotions scheduled

GRAPHIC ARTS EQUIPMENT. Germany. The size of the German graphic arts equipment market is approximately $120 million yearly, highly diversified and expanding. There is a trend towards larger size enterprises. There is an even stronger trend on the part of medium sized and small printing shops to increase productivity and quality by means of better machinery and equipment. Imports from the U.S. have been running at about $8 million annually in this field. A recent market survey for the Department of Commerce has focused attention on those areas of increased opportunity for U.S. manufacturers. For additional information, telephone Area Code 202, 967-4162. **Frankfurt Trade Center. Feb. 17-21, 1969.**

TRANSDUCER INSTRUMENTATION SYSTEMS. United Kingdom. Research and development expenditures in the U.K. in 1967 totaled some $2.1 billion and are growing annually at a rate of 10%. During the same period U.S. manufacturers captured approximately one half of the estimated $144 million U.K. instrumentation import market. U.S. makers of sophisticated transducer instrumentation systems are in a position to gain an increased share of this growing market. The exhibition will feature motion, strain, pressure, force, and sound transducers; medical transducers; piezoelectric transducers; ultrasonic transducers; photoelectric transducers; and subminiature transducers; etc. Types of instrumentation include seismometers, transducers digital output systems, converters, signal conditioners, and transducer instrumentation, gages, and data acquisition equipment. For complete details on how you may participate, telephone Area Code 202, 967-4461. **London Trade Center. Feb. 17-21, 1969.**

OCEANOGRAPHIC EQUIPMENT. United Kingdom. The United Kingdom is a world center for oceanographic research and marine engineering. Leading manufacturers from every part of the world will be displaying the most sophisticated equipment available at Oceanology International '69, the first fully international exhibition/symposium of its kind to be held in Europe. For full details on how you may participate, telephone Area Code 202, 967-4653. **U.S. Commercial Exhibition, Oceanology International '69, Brighton, England. Feb. 18-21, 1969.**

INDUSTRIAL PHOTOGRAPHIC EQUIPMENT. Japan. The Japanese photographic industry, while spending vast sums of money on research in the field of consumer cameras, has for the most part neglected its industrial and scientific fields. Commercial and industrial cameras accounted for only $4.5 million in 1967 out of a total Japanese still camera production valued at $145 million. Although complete data is not available on Japanese imports of U.S. industrial and scientific photographic equipment, the 1967 total was a minimum of $4.5 million, and probably considerably larger. The highest sales potential for U.S. photographic equipment in Japan includes high speed industrial and scientific equipment; cinematographic equipment, nuclear and other hostile environment equipment; aerial cameras; underwater equipment; X-ray equipment; equipment designed for quality control applications; product design and testing equipment; medical equipment; automatic developing and printing equipment; and projection equipment. Call Area Code 202, 967-4705 to reserve space in this important exhibition. **Tokyo Trade Center. Feb. 24-Mar. 1, 1969.**

MATERIALS TESTING AND QUALITY CONTROL. Italy. Extensive requirements for materials testing and quality control equipment have been created by Italy's expanding industrial complex since World War II. With the aim of increasing U.S. manufacturers' share of this lively market, a special promotion and exhibition of American equipment has been scheduled. Among user industries are included small to very large manufacturers in the metallurgical, aircraft, electrical, electronics, chemical and petroleum, building, and civil engineering fields. For further information, or to reserve space, call Area Code 202, 967-5351. **Milan Trade Center. Mar. 1-7, 1969.**

METAL SURFACE TREATMENT EQUIPMENT. Germany. To combat corrosion and to treat metals for modern finishes, Germany looks to the U.S. with its advanced experience in this field. As a country which is aggressive in international trade, Germany is aware of the need to adapt to modern concepts, materials, and equipment to remain competitive in the world market. Equipment and materials to cut costs, save labor and improve production in the broad field of metal surface treatment will be displayed to German buyers. For additional information, call Area Code 202, 967-4162. **Frankfurt Trade Center. Mar. 17-21, 1969.**

ALUMINUM PRODUCTS. Thailand. Thailand's construction and electrical industries are busier than ever. The country's industrial sector has been growing 10-12% a year since 1958. A market study just received indicates that these conditions have created a market for a broad range of primary, semi-finished and finished aluminum products, as well as aluminum fabricating machinery and supplies. Needed are construction materials and hardware, products for the electrical industry, selected quality products for industrial and household use, and fabricating machinery and supplies. Thais are eager to receive information about more modern production techniques and various applications of aluminum to new fields. For additional information, call Area Code 202, 967-5297. **Bangkok Trade Center. Mar. 18-22, 1969.**

PULP AND PAPER EQUIPMENT. Scandinavia. Over 300 Scandinavian pulp and paper plants and numerous converters present an excellent market for the latest in U.S. machinery, controls, equipment, and supplies. Swedish pulp and paper plants alone spend over $120 million per year for new plant and equipment. As major world producers and exporters of pulp and paper, Scandinavian plants are forced by stiff international competition to invest in modern, large-scale machinery. Sweden, especially, is undergoing modernization,

capacity expansion, and vertical integration of its pulp and paper industry. Some Swedish paper plants also are buying converting machinery; the balance is sold to independent converters. U.S. exports of pulp and paper machinery to Sweden increased by 50% and to the other Scandinavian countries doubled a year after the September, 1966, U.S. Trade Center Show of Pulp and Paper Machinery. The 1969 show should prove to be equally successful. For more information and to reserve space call Area Code 202, 967-3713. **Stockholm Trade Center. Mar. 20-26, 1969.**

PLASTICS INDUSTRY EQUIPMENT. Benelux. Production of plastic products in the Benelux countries is rising rapidly to satisfy steadily expanding consumption. Plastics production is expected to reach 590,000 metric tons by 1970 compared to 284,000 tons in 1964. The growth of the industry is creating a need for production machinery, controls and related devices, and special materials. Expansion is expected to continue, as new applications of plastics push per capita consumption to higher levels. Plastics manufacturers in Benelux are eager to utilize new technological developments that will keep production facilities modern. This situation opens up opportunities for U.S. firms supplying production equipment and materials to the plastics industry. EUROPLASTICA '69, the International Plastics Exhibition, the most important plastics industry trade fair for 1969 will provide U.S. manufacturers with an excellent opportunity to show and sell their products to the many important plastics manufacturers who will be attracted to this important event. For additional information, call Area Code 202, 967-3958. **U.S. Commercial Exhibition, EUROPLASTICA '69, Brussels, Belgium. Mar. 22-30, 1969.**

CONSUMER PRODUCTS. Japan, Hong Kong, Australia. Three leading department stores in Japan—Isetan (Tokyo), Meitetsu (Nagoya) and Hankyu (Osaka)—will stage America Weeks promotions during April and May. Three of the largest Hong Kong department stores—Wing On, Shui Hing and Lane Crawford—will stage simultaneous America Weeks promotions beginning Apr. 11. One of the largest stores in Australia, David Jones, will include a large U.S. section in a special international promotion scheduled for next May. Commerce is supplying customer attractions for all promotions. Most classifications of department store merchandise will be included. Write America Weeks, or telephone Area Code 202, 967-2051, for more details. All seven **promotions scheduled for April and May.**

FLUIDIC DEVICES. United Kingdom. This highly specialized show will attract engineers, scientists, researchers, manufacturers, industrialists, commercial firms and government officials interested in viewing the latest developments in fluidics and advanced switching devices. Equipment to be featured includes: fluidic devices; switches (solid state switches, subminiature switches, microelectric switches, electromagnetic switches, electro proximity switches, limit and transfer switches); relays (miniature and microminiature relays, reed relays, electronic relays, printed circuit relays, static relays, and stepping relays); actuators; solenoid controls; and servoelectric controls. For full details on how you may participate, telephone Area Code 202, 967-3838. **London Trade Center. Apr. 14-18, 1969.**

MATERIALS HANDLING EQUIPMENT. Italy. Italy is rapidly becoming one of the world's leading industrial countries. In 1967 its industrial sector accounted for 40% of its GNP, and employed 7.8 million people or 39% of total labor force. The emphasis on manufacturing, the implementation of the government's incentive program, the new investments being planned by private interests to improve production facilities, the interest in procuring high technology and modern equipment, and the tariff moves which took place July 1, all point to increased opportunities for U.S. exporters. U.S. makers of industrial in-plant materials handling systems and equipment should find attractive sales opportunities resulting from this continued economic expansion and the increasing emphasis on industrial modernization. Call Area Code 202, 967-4508, for further details. **Milan Trade Center. Apr. 14-25, 1969.**

ELECTRONIC COMPONENTS. Scandinavia. Growth rates for certain types of electronic components exported from the U.S. to Scandinavia have ranged from 35% to 300% during the past year. Of the four Scandinavian countries, Sweden presents the largest market for these components—consuming over $100 million worth in 1967. The U.S. is the second largest supplier of electronic components to Scandinavia with $8 million exported to Sweden and over $5 million exported to the other three Scandinavian countries last year. With approximately 500 electronic/electrical plants, the four Scandinavian countries consumed more than $200 million of electronic components in 1967, half of which had to be imported because domestic production is considered uneconomic for many types of components. Scandinavian production of industrial and medical electronics equipment and computers is growing, while full-scale production of color TV is still in the future. The use of integrated circuits and other advanced components for this equipment is expanding rapidly. Components to be exhibited include integrated circuits, semiconductors, transducers, tubes, capacitors, resistors, connectors, printed circuits, potentionmeters, other components, sub-systems, and accessories. For more information on the market for electronic components in Scandinavia and for full details on how you may exhibit, telephone Area Code 202, 967-4421. **Stockholm Trade Center. Apr. 16-22, 1969.**

MACHINE TOOLS AND WELDING EQUIPMENT. United Kingdom. Good sales opportunities await those U.S. firms offering machine tools and welding equipment with superior features. Currently, there are 1.14 million machine tools and 75,000 welding equipment units in operation in the United Kingdom. The latest market survey indicates that 26% of all machine tools are twenty or more years old. Further, 62% of the total units are ten or more years old. For the first half of 1968 orders placed for delivery from all sources were up 6% over the same period in 1967. For full details on how you may participate, telephone Area Code 202, 967-4653. **U.S. Commercial Exhibition, London International Engineering and Marine Exhibition, Olympia, London, England. Apr. 22-30, 1969.**

ELECTRICAL EQUIPMENT AND SUPPLIES. Thailand. Demand in Thailand for electrical equipment, apparatus and supplies is rapidly increasing. Thus U.S. producers of electrical equipment and supplies should find a profitable market for their products in this growing country. Thailand's electrification program—a concerted effort to increase electric power output and spread its availability—and steadily increasing prosperity has produced a construction boom in Thailand which together have created a rising demand for electrical construction supplies and equipment. A distinct electrical contracting industry has only recently developed, since formerly electrical work was performed by the general contractors. The

NUCLEAR INSTRUMENTS SHOW at the U.S. Trade Center in London brought 634 representatives of the British atomic industry to see latest U.S. equipment. The 28 U.S. exhibitors predicted $1.3 million in sales resulting from the show. Another U.S. nuclear equipment show will be held at Basel, Switzerland, at NUCLEX '69, a repeat of the highly successful U.S. exhibition at NUCLEX in 1966, which resulted in $4.4 million in sales.

emergence of electrical contracting as a specialty has resulted in increased emphasis on professionalism and the maintenance of high standards in electrical installations. U.S. producers are particularly able to compete in this market. The superior quality of U.S. goods is widely acknowledged throughout Thailand, and U.S. electrical specifications and standards are widely used and are familiar to most Thai contractors as a result of U.S. military construction. Moreover, this market is now supplied almost entirely by imports. For additional information, call Area Code 202, 967-4678. **Bangkok Trade Center. Apr. 28-May 3, 1969.**

PACKAGING, FOOD PROCESSING, METAL WORKING, PLASTICS, PETROCHEMICAL, MEASURING AND TESTING EQUIPMENT. Korea. Korea—the surprise package of the Far East—is rapidly developing as a new and attractive market for American products. This exhibition will provide American suppliers with an excellent opportunity for making immediate sales and a vehicle for developing a long range marketing strategy for Korea. Korean manufacturers want U.S. made machinery and equipment which are generally admired for quality, efficiency and sophistication. American suppliers entering the Korean market now will benefit from participation in Korea's rapid economic growth. Korea has experienced one of the highest economic growth rates in Asia, averaging over 9% a year in real terms during the past five years, with an expected 12% increase in 1968. The manufacturing sector has shown even more dynamic expansion, averaging better than 16% annually since 1962. Call Area Code 202, 967-4705 to reserve space in this important exhibition. **U.S. Industrial Machinery Exhibition, Seoul. May 8-17, 1969.**

AGRICULTURE AND FOOD PROCESSING EQUIPMENT. Yugoslavia. Yugoslavia, the corn and wheat "belt" of Europe, is one of the world's leading producers of numerous food products. Export of food products is a major source of hard currency earnings and has led Yugoslavia to concentrate heavily on further development of this sector in its economy. As a result, the climate has never been better for the sale of modern U.S. agricultural and food processing equipment. American machines and technology are widely acknowledged to be the most suited to the type and size of production which is peculiar to Yugoslavian agriculture and food processing. The U.S. Department of Commerce will assist U.S. manufacturers of agricultural and food processing equipment in reaching this ready market by staging an exhibition at the Novi Sad Fair. The Novi Sad Fair is the traditional marketing showplace for this equipment in Yugoslavia. Participation in the U.S. Commercial Exhibition can be your entree to this major food producing market. Call Area Code 202, 967-4161 for participation information. **U.S. Commercial Exhibition, 36th International Agricultural Fair, Novi Sad. May 9-19, 1969.**

PACKAGING EQUIPMENT. Germany. Western Europe's already sophisticated market for packaging is expanding rapidly. European manufacturers of machinery and equipment for packaging consumer and industrial goods have not been able to satisfy the demands of this booming market. American equipment continues to be competitive and is finding even greater acceptance as Europeans accelerate the scale of the in-plant packaging systems closer to those prevailing in the U.S. To assist U.S. industry in capturing a greater share of the European market for packaging machinery and equipment, the Bureau of International Commerce is sponsoring a showing of packaging machinery at INTERPACK. This fair, held every three years, is recognized as the largest packaging machinery and materials exhibition in the world. Truly an international fair, INTERPACK will attract buyers from all over the world. A hard hitting market promotion campaign, tailor-made to each individual participant's needs, is already in motion. Book your space now, before the limited area is filled. For additional details on the exhibit call Area Code 202, 967-4161. **U.S. Commercial Exhibition, INTERPACK—5th International Fair for Packaging Machines, Packaging Materials and Confectionery Machinery, Dusseldorf. May 10-16, 1969.**

HIGH VACUUM AND CRYOGENIC EQUIPMENT. Italy. Demand in Italy for high vacuum and cryogenic equipment has increased steadily the last few years with the growth of the chemical, food processing, electronics and other industries

that use high vacuum and cryogenic equipment. Currently, consumption of high vacuum equipment in Italy is valued at $10 million and Italian production satisfies about 40% of total domestic demand. U.S. manufacturers are in a position to capture a growing share of this market as Italians have a high regard for U.S. products. To ensure your share call Area Code 202, 967-3944 to obtain full details on how you may participate. **Milan Trade Center. May 15-19, 1969.**

AUTOMOTIVE PRODUCTION EQUIPMENT. Japan. The phenomenal expansion of automotive production in the last few years has made Japan the world's second largest producer. There was a production increase of almost 40% during Japan's fiscal year 1967 and the Japanese Government has predicted nearly a 300% growth in passenger car production in 1971 over 1966. This will result in 2.4 million passenger cars in a total output of almost 5 million vehicles. Thus it is no surprise that all 10 major auto manufacturers and the more than 1,000 parts manufacturers are surging ahead with expansion plans to meet the booming domestic and climbing export demands. Equipment investment in the automotive industry rose by 74% in Japan FY 1967. Another substantial increase is forecast for fiscal 1968. A Japanese Government program aiming at the modernization of automotive parts manufacturing provides low interest long-term loans for the purchase of 110 different types of machinery. Product categories with outstanding sales potential in Japan are: metal cutting and metal forming machine tools; painting and plating; test and inspection; specialized assembly, and continuous heating equipment; and packaging machinery. Call Area Code 202, 967-5286 for additional information and a space reservation. **U.S. Solo Exhibition, Tokyo. June 10-14, 1969.**

GRAPHIC ARTS EQUIPMENT. Japan. Japan's dynamic graphic arts industry has experienced an estimated annual growth rate of 20% and the industry is expected to continue expanding. To accommodate this growth, imports of printing machinery and related products have amounted to around $15 million a year during the past few years. As one indicator, Japan ranks second in the world in magazine circulation with a total annual production of 1.4 billion copies in 1966. In addition, 121 newspapers have a daily circulation of 32 million. Increasing demand for the services of this industry combined with an acute shortage of skilled labor has created a growing market for modern high-speed American made equipment. Products that have a particularly good potential for sales in Japan include electronic offset and letterpress platemaking equipment, high-speed multi-color sheet fed offset press and lithographic rotary press, high-speed automatic precision bookmaking equipment, densitometer and other testing equipment, high-speed multi-color rotary letterpress, automatic photo developing and finishing equipment, electronic photocopy equipment, collating machines, and drawing instruments for analog computers. Take advantage of this opportunity to exhibit in a dynamic market by calling Area Code 202, 967-4512 to reserve exhibit space. **Tokyo Trade Center. July 21-26, 1969.**

WELDING AND CUTTING EQUIPMENT. Germany. The Department of Commerce will sponsor a U.S. Exhibition at the Seventh Welding and Cutting Trade Fair at Essen in September of 1969. This fair is held every four years and is acknowledged to be the largest and most important fair in its field. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, Seventh Welding and Cutting Trade Fair, Essen. Sept. 20-28, 1969.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. Consumer goods suppliers interested in selling to overseas stores holding America Weeks promotions should contact the overseas stores directly if agents are utilized, or otherwise work through the stores' U.S.-based buying office.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

NUCLEAR EQUIPMENT. Switzerland. One of the fastest growing and most promising fields today is the application of nuclear technology in industry, medicine, power, agriculture and research. As commercial applications of nuclear technology become more widespread, the market for nuclear equipment and instruments expands. The European market is becoming especially attractive as programs for nuclear energy for power generation and the use of nuclear tchnology for many other uses become a multibillion dollar business. Sales of nuclear equipment will soar as the industrialized countries expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. NUCLEX '69, the International Nuclear Fair, will afford U.S. manufacturers of all types of nuclear equipment and instruments the opportunity to show their products to all the important visitors who will be attracted to this outstanding international event. For additional information, call Area Code 202, 967-5751. **U.S. Commercial Exhibition, NUCLEX '69, Basel, Switzerland. Oct. 6-11, 1969.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. Exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. For further information call Area Code 202, 967-4161. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt. June 17-24, 1970.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

CLIMATE CONTROL EQUIPMENT. Germany. The air conditioning equipment market in West Germany chalked up new gains in 1967 despite a general business slowdown. Another 10% increase in 1968 is forecast, with total sales expected to reach $70 million. The U.S. share of imports in this field is 20%, approximately $5 million. **Frankfurt Trade Center. Nov. 4-8.**

INDUSTRIAL FASTENERS AND ADHESIVES. Sweden. American manufacturers of fasteners, adhesives, assembly equipment, production machinery and welding apparatus will have a unique opportunity to meet Scandinavian design engineers and production managers who will visit this show. **Stockholm Trade Center. Nov. 6-12.**

AGRICULTURAL AND FORESTRY EQUIPMENT, PACKAGING, FOOD PROCESSING EQUIPMENT, METALWORKING AND WOODWORKING TOOLS. El Salvador. The Central American Common Market is exceeded only by Mexico, Brazil and Venezuela as a Latin American market for U.S. products, having imported $385 million in 1966, an increase of 54% over 1960. **U.S. Commercial Exhibition, El Salvador International Fair, San Salvador. Nov. 9-30.**

ENVIRONMENTAL TEST EQUIPMENT. Japan. The industrial advances being made by Japan have created a definite need for environmental test equipment. This market is estimated at $18 million now and should reach $25 million by 1970. This growth as well as the growth in such areas as shipbuilding (world's largest,) automotive production (second to the U.S.) and consumer products, dictates the need for still additional environmental test equipment. **Tokyo Trade Center. Nov. 11-16.**

INDUSTRIAL PROCESS CONTROLS AND COMPUTERS. Italy. American products in this field are finding a high degree of acceptance among Italian businessmen and industrialists. This exhibition will be held in conjunction with the Italian biannual exhibition of automation and instrumentation equipment at the Milan Fair Grounds, adjacent to the U.S. Trade Center. **Milan Trade Center. Nov. 20-26.**

LASER EQUIPMENT. Germany. The dominant position of U.S. equipment in an expanding market and the fine reputation it already enjoys in German scientific and technical circles, provides a unique sales opportunity for U.S. firms. **Frankfurt Trade Center. Dec. 2-6**

METALLURGICAL EQUIPMENT, SYSTEMS, AND ALLOYS. Sweden. Scandinavian metals processors imported $32 million in equipment, systems and metals from the United States in 1966. American firms supplied 72% of all imported nonelectric furnaces and 69% of induction heaters. Commerce studies show that market prospects are exceptional for a vareity of equipment and processes designed to modernize metals production operations. **Stockholm Trade Center. Dec. 4-10.**

AVIATION EQUIPMENT. United Kingdom. There is a growing demand in the U.K. for all types of sophisticated aviation equipment used on aircraft, by ground control centers, and airport terminal facilities. U.S. manufacturers are in a position to capture a growing share of this market for it is anticipated that increased reliance will be placed on imported avionics equipment in the future. **London Trade Center. Dec. 4-12.**

ADVANCED MEDICAL EQUIPMENT. Japan. Seven thousand Japanese hospitals offer an excellent market for U.S. medical equipment. Categories showing particularly high sales potential are electrocardiographs, biological electronic measuring instruments, monitors and telemeters, medical research and test equipment, medical radioactive measuring instruments, medical television and applications, data processing systems, bioelectro stimulators, and environmental hygienic devices. **Tokyo Trade Center. Dec. 9-14.**

PACKAGING EQUIPMENT. Japan. Japan's growing economy now offers advanced and high speed packaging machinery manufacturers high sales potential in 1969. U.S. products are rated very high and import demands at this point are favorable. **Tokyo Trade Center. Jan. 27-Feb. 1, 1969.**

WATER PURIFICATION AND DESALINATION EQUIPMENT. Italy. There is a growing need for water desalination, purification, supply and pollution control equipment in Europe, the Mediterranean area and the Middle East as existing water resources, which are often very limited, are being used up or polluted. The exhibition and concurrent congress will be highly promoted throughout the European, Mediterranean, and Middle East areas. **U.S. Commercial Exhibition, PURAQUA, Rome. Feb. 17-22, 1969.**

Thai economic boom generates demand for electrical equipment

Spring Bangkok Trade Center exhibit to show U.S. equipment in multimillion-dollar market almost totally supplied by imports

The Thai Government's electrification plan and Bangkok's booming construction industry will generate a threefold increase in the Thai market for electrical equipment by 1971, according to latest U.S. Department of Commerce figures.

To help U.S. manufacturers take advantage of this exploding demand, the Department's Bureau of International Commerce will sponsor an electrical equipment, apparatus, and supplies exhibit at the U.S. Trade Center in Bangkok, Apr. 28-May 2, 1969.

Market studies reveal an expected 30% growth rate in Thailand's electrical industry over the next five years. Current needs of this industry are supplied almost totally by imports, and even increased local production is not expected to keep pace with spiraling demand.

In 1963, Thai electrical contractors used $14.5 million in electrical supplies and equipment. The total market for these products is estimated to have doubled by the end of 1967.

An increase in the amount and availability of electric power is one of the primary goals of the Thai Government Economic Development Plan. Under this plan, gross electrical energy generation is expected to triple from 2,087 kilowatt hours in 1967 to 6,470 kilowatt hours by 1971. A corresponding increase of electrical transmission apparatus and electrical consumer equipment and supplies will be needed.

The demand for electrical contractors' equipment, tools and supplies is also growing with Thailand's big building boom. Between 1963 and 1966, imports of electrical construction supplies increased by more than 23%. Many of Bangkok's small contractors are unaware of the range of supplies offered by American industry and studies predict an excellent market for these products once the Thais become familiar with them.

Sales prospects are especially bright for PVC bonded rigid conduit and access fittings, steel conduit and fittings, and flexible conduit fittings; compression connectors, crimp connectors and tools; outlet boxes and covers; gang boxes, switch boxes and junction boxes; masonry anchors and masonry drills; hollow-wall anchors; multi-outlet channel strips; fuse pullers; domestic dimming switches; conduit pipe benders; and wire strippers and grips.

Other export items with proven sales power include switch-gear assemblies and disconnect switches; fuses; insulated wire and cable; and electrical insulators and fittings.

U.S. products are in a particularly favorable position to satisfy Thailand's demand because of the growing professionalism among electrical engineers and contractors, their desire to maintain high standards, and the increasing use of more sophisticated electrical equipment and supplies.

A market development campaign to attract buyers, agents, and distributors to the U.S. exhibition already is underway throughout Thailand. U.S. manufacturers interested in participating in the Bangkok exhibit may obtain additional information from the U.S. Department of Commerce (BIC-918), Washington, D.C. 20230 (phone: Area Code 202, 967-4678) or from any of the Department's Field Offices.

U.S. oceanographers to attend exhibition

Group of experts set for symposium at February U.K. oceanology fair

One of the most authoritative groups of American oceanographers ever assembled will represent the United States next February in a U.S. Department of Commerce presentation at Europe's first major international exhibition and symposium on marine research and engineering.

Oceanology International '69, scheduled for Feb. 17-21 in Brighton, England, is expected to attract worldwide attention from oceanographic scientists, engineers and technicians, and manufacturers and buyers of oceanographic equipment.

A blue-ribbon group of U.S. oceanographers will take part in the international symposium being arranged by the Society of Underwater Technology of Great Britain, and about three dozen U.S. manufacturers will participate in a commercial exhibition of oceanographic equipment.

U.S. representatives in the symposium will include astronaut-aquanaut Scott Carpenter, discussing results of the "Sealab III" program testing man's ability to survive and do useful work underwater, and four other oceanographic experts.

A number of top-rank U.S. oceanographers will submit papers for the symposium.

The United Kingdom and other maritime nations rely heavily on modern U.S. equipment to exploit their underwater resources, Commerce studies reveal. Market studies for the Department's commercial exhibition at Oceanology International '69 indicate good sales potential for U.S. equipment for marine biology and geophysical research; offshore drilling; marine and civil engineering and construction; ocean mineral and food resources development; underwater photography and television, and navigation.

Further information on the Oceanology International exhibition was included in the Aug. 5, 1968 issue of INTERNATIONAL COMMERCE, and interested firms may obtain full participation information from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (telephone Area Code 202, 967-4653).

Forestry congress, exhibition scheduled for Munich in June

A nine-day international congress and exhibition devoted to virtually all phases of forestry, lumber production and uses of wood, will take place at the Munich Fair Grounds, June 6-14, 1970.

The program and exhibits are intended to cover the general areas of silviculture, timber harvest, logging and transport of wood, forestry survey, forest path-making and maintenance, forest and wood protection, weather and accident protection, equipment for forest meteorology, sawmill equipment, planning equipment and working of planned boards, and hunting appliances.

Special exhibits are planned including erection of an electronically-automated sawmill, and presentations on torrent control, land planning, forest meteorology, applications of wood, forest path building, and the favorable effects of forest and landscape care.

Write: Gerald G. Kallman Associates, 30 Journal Square, Jersey City, N.J. 07306, or telephone Area Code 201, 653-3304.

Worldwide Business Outlook pages 17-28

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Gillette Company of Boston, through its German subsidiary the Gillette Roth-Buechner G.m.b.H. in Berlin, plans to construct a new production center for the Techmatic-shaving system in West Berlin. The company intends to invest $875,000 in the new plant. . . . The **Greek** Government has approved a $20 million investment application by Tom Pappas to set up three Coca-Cola bottling plants and a chain of fruit and vegetable canneries in various parts of Greece. Pappas is given exclusive protection for his Coca-Cola venture for a period of 18 months. Actual production is expected to start next October. . . .The first **Italian** nuclear fuel has been produced by Coren S.P.A. (Combustibili per Reattori Nucleari) of Saluggia, near Vercelli. It will be used by the Trino Vercellese Thermonuclear center. A total of 40 elements of fuel containing about 13 tons of uranium have been delivered. Coren, with main offices in Turin, was founded last July by FIAT in partnership with Westinghouse. The two companies plan to cooperate in carrying out manufacture of reactor fuel in Italy and Europe. . . . The Gulf Oil Co. has let contracts for the construction of three petrochemical plants to adjoin Gulf's **Netherlands** refinery at Europort in Rotterdam. The plants, to be operational in 1970, are: a 300,000-ton annual capacity ethylene plant, one of 150,000 tons producing cumene and one of 150,000 tons producing polystyrene. The total amount of the investment will be about $56 million. . . .In the first nine months of this year, **Spain's** imports fell 3.9% from the corresponding period last year to $2,569 million; imports from the United States rose 1.8% to $454 million, accounting for 17.7% of the total ($446 million and 16.8% in 1967). During the same period, Spain's exports rose 14.5% to $1,104 million; exports to the United States jumped nearly 41% to $201 million, accounting for 18.2% of the total ($143 million and 14.8% in 1967).

Exports pace Hong Kong

Increased shipments of locally-made items provide chief growth impetus

An impressive export performance provided the main impetus for Hong Kong's economic growth during the first seven months of 1968 according to the semi-annual Economic Trends Report from the American Consulate General there.

Compared to the same period last year, exports of locally-produced goods rose almost 17% by value, with especially marked gains in shipments of clothing, toys, transistor radios and wigs. Sales to the American market advanced by a sharp 30%; not surprisingly, the United States continued to grow in importance as the Colony's leading customer, taking 40% of total domestic exports (compared to 37% in 1967).

Thus, Hong Kong buyers will have more dollars available for purchases of U.S. goods.

Hong Kong also fared well in its second and third major markets; shipments to the United Kingdom increased noticeably and demand from West Germany picked up again. Prospects appear good for continued strong growth of domestic exports in coming months.

This growth should expand the market for capital equipment imports for industries producing for export.

Imports recovered from their second half 1967 low but showed little if any real growth when compared to the first seven months of last year. Jan.-July 1968 imports recorded a 3.5% increase.

Continued economic dislocations arising from the Cultural Revolution were largely responsible for declines of 19% by value and 46% by tonnage in Mainland China exports to the Colony during the first six months of 1968. The much greater decline in total tonnage relative to value suggests that Communist Chinese export prices rose considerably. Consequently, Japan ousted Mainland China from its traditional position as the Colony's leading source of imports.

Sales by the United States—Hong Kong's third largest supplier—rose almost 18%, in substantial part due to higher imports of raw cotton and rice. Although still in fourth position, imports from the United Kingdom fell despite devaluation of the pound in November 1967 which should have permitted more competitive pricing of British goods.

Re-exports improved gradually from their marked drop in the latter half of 1967. Nevertheless, re-exports in the first half of this year were still down 12% by value from the comparable period of 1967. The chief cause continued to be lower imports from Mainland China.

Additionally, changes and uncertainty surrounding Indonesian economic policies contributed to some further slackening in trade with Indonesia, which was formerly the Colony's largest re-export market.

Hong Kong provides a growing market for office equipment, especially more sophisticated, small machines such as copiers, small computers, and specialized accounting and typing machines. U.S. products in this category are competitive and sales have increased to the point where they now represent a majority share of the market.

Although construction starts are not expected to increase significantly, the market for air conditioners continues to grow. The building boom of several years ago still has an effect on this market as replacement units are now in demand, especially for window type air conditioners and dehumidifiers.

As servants' wages climb, housewives are increasingly turning to appliances, particularly washing machines and other housecleaning aids. Competition, however, is very active because of Hong Kong's duty-free port status.

Textile machinery appears to offer good sales prospects as textile plants either replace obsolete equipment or import new machinery to keep up with the trend toward greater use of synthetics and cotton/synthetic blends. Sharply increased exports of plastic fabrications, transistor radios, and especially garments suggest an expanding market for equipment used by these industries. Growth in tourism should stimulate demand for a variety of tourist-related products.

A trade mission from the United States with a heavy emphasis on port development and materials handling equipment visited Hong Kong in October. It made a

special effort to increase sales of U.S. materials handling equipment to the warehousing industry.

Last year, agricultural products accounted for more than a quarter—$68 million—of all U.S. exports to Hong Kong. Agricultural imports from the United States through the first half of 1968 ($44 million) ran substantially ahead of purchases in the same period last year.

A survey of American business in Hong Kong by the Consulate General found that local private U.S. investment totaled over $134 million and employed 30,300 local workers on a monthly payroll of $3 million. The companies indicated plans for further investment in 1968 amounting to $26 million, and $28.7 million in 1969 and beyond. The bulk of this new investment will go into the completion of projects begun prior to the disturbances, with the remainder used to expand existing facilities.

No new plants

To the Consulate's knowledge, no new U.S. manufacturing companies have established plants in the Colony since the Communist disorders. There has, however, been a steady growth in the number of American firms opening regional sales offices. This trend is expected to continue as more companies discover the exceptional advantages which Hong Kong offers as a center for regional marketing operations.

For further information, American firms may be interested in a recent Consulate General report entitled "Hong Kong As A Regional Marketing Center" available through the Department of Commerce and its field offices.

Hong Kong's second largest industry—tourism—saw civilian arrivals running 2.6% below 1967 during the first four months of this year. An upward trend began in May and strengthened to give an overall Jan.-July growth rate of 6.2% above the same period of last year. This represented real rather than just apparent growth, as tourism held up surprisingly well during the disturbances until the fall of 1967.

Although Americans and Japanese continued to be the principal tourist nationalities, U.S. visitors increased only slightly while Japanese arrivals dropped some 4%. This was offset by a notable increase in arrivals from other Asia-Pacific countries, especially Australia and the Philippines. U.S. military visitors—an important element of Hong Kong's tourist trade—varied little from 1967 levels.

Present signs point to further real growth in civilian arrivals, and possibly a return to the Colony's high pre-disturbance rates through the remaining months of 1968, which is normally the peak season, and into 1969. A significant revival of U.S. tourist growth, which commenced in June, will probably be sustained and contribute substantially to the rising trend. Military visitors should remain stable for the foreseeable future.

Total revenue from civilian and military tourism in 1967 is estimated at $186 million, of which U.S. nationals provided approximately $102.5 million, or 54%.

Bank deposits recovered at the end of May from last year's 13% decline and continued to increase progressively each month. Deposit rebuilding mainly reflected rising export earnings and redeposits of 'mattress' money rather than a return of last year's flight capital or substantial resumption of inflows from Overseas Chinese.

Loans and advances show a much slower rate of recovery. While up 5% in July since the beginning of the year, outstanding credit was still $41 million less than 1967's peak month.

During a large part of the period under review, uncertainty over stability of the British pound led numerous private interests to engage in various hedges against another sterling devaluation. More recently, Hong Kong business circles have regarded the pound with increasing confidence.

The Hong Kong Government—concerned over its reserves and the banking system's large sterling holdings—undertook negotiations in London to minimize the Colony's losses in the event of another devaluation. The outcome announced on June 1 was an agreement permitting the Colony to purchase special bonds from the U.K. Treasury denominated in Hong Kong dollars for amounts up to half its official sterling reserves, with local authorized banks to have the option of protecting part of their sterling assets by transference into Hong Kong Government reserves.

In turn, this was superseded by a reportedly more advantageous agreement made public on Sept. 27 whereby 90% of Hong Kong's reserves will be covered by a new U.S. dollar value guarantee by the United Kingdom, arising from the Basle Arrangement. Additional details may be forthcoming when the British Government publishes an expected White Paper in the near future.

Continued growth of the Colony's banking system was evidenced by the opening of 12 new bank branches since the beginning of the year, bringing total offices up to 344. Responding to pressures within the banking community that Hong Kong is 'overbanked'—especially with small, weak banks—the Government recently adopted a general policy of limiting new branch offices in areas of the Colony deemed to be saturated with banking facilities. The decision has not been publicized and the criteria by which license applicants will now be judged is unclear.

It is too early to say, but it appears that restrictions may in practice be applied mainly against foreign banks. If so, the new policy would have the greatest impact on U.S. banks, several of which plan a modest expansion of branch offices. Hong Kong's largest banks have already carried out rather extensive expansion programs.

New capital investment continued to be adversely influenced by the impact of last year's Communist disturbances on investor confidence. As previously noted, retained imports of selected important capital equipment items dropped almost 5% during the first half of 1968 com-

Retained imports slow

Hong Kong's extraordinary dependence on imported raw materials, capital equipment, foodstuffs and many consumer goods makes retained imports (imports minus reexports) an important indicator of domestic economic activity. The recorded increase in retained imports during the first six months of 1968 compared to the same period last year was 7.6%. The figure was less than the Colony's accustomed growth rate. Jan.-June retained imports of selected capital goods dropped almost 5%, while raw materials and semi-manufacturers rose 4% with noteworthy advances in items consumed by the booming textile industry partially offset by a decline in construction materials.

Recent years have seen steadily increasing U.S. trade deficits with Hong Kong. During the period under review this trend accelerated. In relative and absolute terms, U.S. sales rose from 12.7% of Hong Kong's import market ($136.3 million) in Jan.-July 1967 to 14.6% ($161.9 million) through the same months this year. However, Colony's exports to the United States expanded much more rapidly. The net result was a widening of the trade gap to $137.4 million, in contrast to $96.8 million for the comparable period last year.

pared to the same six month period last year.

Imports of general industrial, textile, electrical, construction and mining machinery suffered as well as non-passenger road motor vehicles and parts. Office machinery and equipment, together with scientific, medical, and optical measuring and controlling instruments, and apparatus were the only two categories registering gains.

Construction activity, as measured by retained imports of construction materials, sustained an even greater setback. New building plans submitted for government approval increased sharply over July-Dec. 1967, but showed little change when compared to the first half of 1967.

Despite the return of political calm, Chinese businessmen showed more than a normal interest in expanding and diversifying their overseas holdings as a hedge against the future. No figures are available, but North America was probably the destination for much of this capital movement.

According to newspaper reports, Hong Kong Chinese also showed sustained interest in investing in Singapore. Other reports indicate that Taiwan has received investment applications at an unprecedented rate, with the Government of the Republic of China approving projects totaling almost $9 million during the first six months of 1968.

While total capital outflow this year has certainly not been enormous, the implication for Hong Kong's long-term growth is obvious if the trend continues for any length of time.

At the same time, heavy overseas export orders and favorable prospects for additional business act as increasingly strong incentives for local plant expansion. Signs have begun to emerge which suggest that a quickening of new capital formation in the industrial export sector may be under way.

In the last three months, for example, the price of factory space in an important industrial quarter of Kowloon is reported to have risen sharply.

Textile machinery salesmen are enjoying a buoyant market and a number of manufacturers claim that labor shortage rather than a lack of willingness to invest in new machinery and equipment presents the main obstacle to increasing production capacity.

Earlier this year, some observers felt that many businessmen would wait to see whether this summer and October 1 (Communist China's National Day) passed without further Communist incident before making large investment commitments. If so, the absence of renewed Communist agitation should strengthen chances for an investment upswing.

MARKET FOR LUXURY APARTMENTS in Hong Kong seems to be tightening, but no resurgence of new building is expected. Above, some of the apartments already built in the crowded Colony.

Though prospects for the construction industry may brighten a bit, no major rise in building activity is anticipated in the coming months. The market for so-called luxury apartments has tightened again, but a resurgence of new building is hardly likely.

Negotiations between the Tunnel Company and Britain's Export Guarantee Department over financing for the long-delayed cross-harbor tunnel have collapsed with no certainty that finance from alternative sources can be found.

Large Government low-cost housing projects continue to move ahead but little apparent progress has been made toward a start on the runway extension project at Kai Tak airport, container port facilities or other large programs. A recently announced $2.5 million expansion of terminal facilities at Kai Tak is not scheduled to begin until April.

Near boom conditions in many export industries pushed employment up 6% in registered industrial establishments during the first half year. Demand for labor has made it possible for even some 10,000 Communist strikers who were dismissed from their jobs during last summer's disturbances to be re-absorbed very gradually back into what is almost a full employment economy.

Consumer price rises slowed markedly in the first seven months of 1968 compared to the abnormally high rate of increase during the latter part of 1967, but still ran somewhat ahead of growth rates in the same period last year.

For the first time since 1965, Hong Kong's 73,000 civil servants were granted wage increases in August, retroactive to Apr. 1, at a cost to the Government of approximately $10.8 million. The take-home pay of some 33,000 unskilled laborers and other minor staff was raised about 10%.

The Employment Bill of 1968, passed on Sept. 24, included part of the 33 measures outlined by the Commissioner of Labor in February as under consideration by his department for eventual legislative action. The new enactment deals primarily with the duration and termination of worker contracts and wage protection for employees.

Henceforth employees, apart from non-manual workers earning over HK$1,500 a month, are presumed, in the absence of an express agreement to the contrary, to be employed on a monthly contract basis requiring a month's notice (or wage in lieu) upon termination. The exception is a *continuous* contract entered into for a period of less than one month, in which case an employee is entitled to a minimum of seven days' notice or pay.

The Bill makes no provision regarding the treatment of workers temporarily laid off; this is expected to be covered in legislation now under preparation. U.S. electronic companies, the largest American employer of local workers in the Colony, anticipate no major problems from the new regulations.

New Zealand sees upturn

Economy appears to be shaking last year's slump; is good market for certain products

By JAMES MAISH
Commercial Attache,
U.S. Embassy, Wellington

Though New Zealand is still feeling the cool winds of relatively depressed economic conditions, the business outlook for the coming year is more encouraging than it was a year ago.

The improved outlook is based in part on a reversal of the downward spiral in New Zealand's balance of payments, due to an expansion of exports and reduced imports.

The modest liberalization of the import licensing system reflects current New Zealand thinking that a flexible tariff policy is preferable to quantitative restrictions for controlling certain imports.

Despite fears that the country's economy might be re-stimulated too much, resulting in a deterioration of the nation's improving balance of trade, there should be good opportunities for U.S. exporters to increase sales in the coming year.

Despite the announced policy of dismantling the import licensing system, further steps in this direction will be taken at a much slower pace. The country's external trading and financial position improved significantly in the trading year which ended in June, but the Government is not likely to make any hasty decisions to lift economic controls. Government officials will continue to avoid any renewed pressure on the nation's overseas funds, without excessively damping down business confidence.

Restraints exercised by many businessmen during the past year, which resulted in a substantial volume of backlog orders for capital equipment and industrial raw materials, can no longer be maintained. The need for re-ordering is now acute. Imports are expected to increase as inventories are replenished and the economy begins to pick up steam.

Orders jump 12%

Already, forward orders for private imports indicate a jump of 12% for the first half of the importing year, to December 1968. The value of overseas orders placed by a selected group of surveyed firms in August was 15% higher than in August 1967. If the same proportion of orders and payments are applied across the board, private import payments will average $82 million a month from September to November, and $84 million a month from December to February. These levels are roughly 25% higher than last year.

For the full trading year through June 1969, imports are expected to reach $840 million (f.o.b.), compared with $691 million last year. As most raw materials no longer require an import license, imports should increase significantly in order to meet stepped-up production schedules. Items such as crude synthetic rubber, synthetic fibers, crude fertilizers, chemicals, plastics, textile fabrics (cotton and synthetic), steel tubes, strip, hoop and pipe fittings and non-ferrous alloys offer good trade opportunities. U.S. sales of these commodities last year lagged considerably.

Exports of New Zealand manufactured goods this past year registered significant increases. For example, in July they were valued at nearly $10 million—double the $5 million earnings of July 1967. The Government of New Zealand is anxious to develop export-oriented industries and stimulate its food processing, canning, and freezing industries. Therefore, capital goods which can be used in these industries should be of interest to New Zealand importers.

Import licensing controls now apply to roughly one-half of imports. Although the Government is under pressure by economists to eliminate most import controls, the Government realizes that this could have unpleasant consequences for high cost producers.

New Zealand manufacturers are taking a dim view of the complete abandonment of import licensing controls, since they regard current levels of tariff protection as inadequate. Even with considerably greater tariff protection, some industries will find it difficult to compete with manufactures from the United Kingdom, Australia, Japan, and the United States.

Local manufacturers are receiving support for their position from the Government. Approval of further lists of goods to be exempted from import licensing will be delayed to give manufacturers time to adjust to the changing conditions.

Goods of a type made in New Zealand will not be removed from import licensing until adequate protective tariffs are in force.

In the meantime, manufacturers are being encouraged to become as efficient as possible so that the Government can add to the list of exempt goods. If manufacturers are to become efficient they must have access to the modern machinery that they consider most suitable to make them competitive.

In this connection, the Government hopes to grant licenses for such new plant and machinery as liberally as possible, provided satisfactory substitute machinery is not available in New Zealand. Requests for new machinery required for increased production reportedly will not be refused solely on the grounds that it is necessary to conserve overseas exchange, according to Government leaders.

U.S. share static

The U.S. share of the New Zealand market has remained fairly static at around 11%. The British share is now 30%, and has been declining by about two percentage points a year. The Australian (21%) and Japanese (8%) shares of the market are registering commensurate gains.

There is a clear-cut need to increase the promotion of U.S. products now that New Zealand industry is diversifying its activities and updating its machinery.

U.S. manufacturers of machinery and equipment should not be deterred by import licensing controls in pressing for additional business, because, as mentioned above, the Government intends to cooperate with industries to help them up-date their plant and equipment, and will give license applications sympathetic consideration.

U.S. exporters also should give special attention to the widening range of component parts which now are exempt from import licensing controls. Special licensing arrangements, joint ventures, or royalty agreements continue to offer another means of access to this market.

With the New Zealand-Australia Free Trade Treaty in operation, entry into the New Zealand market via an Australian subsidiary also offers an alternative worthy of consideration for certain types of products.

There is little scope for increased U.S. trade in goods available in sufficient quantities from New Zealand manufacturers. The outlook for consumer goods remains particularly unfavorable, because of the fairly widespread local manufacture of these products.

Producer goods offer the best opportunity for sales, but even here the range which may be imported is gradually being

narrowed, because of increased production in local assembly plants and by the establishment of new small-run plants.

Projected increases in Government spending, which accounts for nearly one-third of all capital expenditures, will offer further trade opportunities via the tendering process in the coming year .

Provisional figures of the New Zealand Department of Statistics reflect that New Zealand imports from all sources, during the trading year which ended June 30 amounted to $691 million (f.o.b.)—compared to $808.1 million the previous year —a decline of 14.5%.

U.S. exports to New Zealand dropped 17% from $91.6 million in 1966/67 to $76 million in 1967/68. Product categories which have undergone most significant declines are non-electric machinery and equipment; organic chemicals; crude fertilizers; transport equipment; and scientific and medical instruments. These categories alone represented 60% of the total loss of U.S. business. During the coming trade year a substantial part of these lost sales should be re-couped.

The United States is a major supplier of New Zealand's requirements for industrial machinery, aircraft, earthmoving equipment, tobacco, chemicals, and fertilizers. The U.S. share of the market for agricultural machinery, most of which is exempt from licensing controls, is 37%. The U.S. share is 34% for organic chemicals, and over 70% for unmanufactured tobacco. Our share of the market for sophisticated office machines also is significant.

Prospects for some of the leading American export commodities to New Zealand during 1968-69 are:

Industrial machinery and equipment: During the 1967/68 trade year, U.S. sales in this category dropped by roughly $3 million. Sales should recover by at least this amount this year as backlog orders are placed;

Earthmoving machinery and equipment: Stepped-up construction activity in 1969 should strengthen the demand for new earthmoving and building equipment;

Agricultural machinery and equipment: Though import licensing for agricultural machinery and equipment is not as onerous as for construction machinery, importers and distributors view the trade outlook for 1968/69 as not overly encouraging. Higher prices because of devaluation are the principal deterrent. Some dealers believe that the market has been fairly well saturated;

Office machinery and equipment: This category should be one of the bright spots in the trade outlook. Considering the growing demand for sophisticated data processing equipment, sales of office machines should register a significant increase next year. Moreover, these machines are exempt from import licensing.

Chemicals: U.S. exports of organic and inorganic chemicals to New Zealand were down approximately $1 million in the 1967/68 year. An upswing is anticipated in 1968/69 because of the removal of a substantial variety of raw chemicals from import licensing. Even if prices are higher, U.S. products are competitive.

Crude fertilizers: New Zealand imported around $8 million worth of crude fertilizers in 1967/68; the U.S. share of this trade (16%) dropped in value by approximately $455,000. This amount should be recovered in 1968/69, if world market prices for New Zealand agricultural exports do not deteriorate. Fertilizer use generally fluctuates according to export receipts.

Tobacco: Imports of unmanufactured tobacco should be maintained at approximately $5 million, with a U.S. share of approximately 77%. Domestic production ordinarily does not affect imports appreciably.

In view of the increased attention now being given to New Zealand's export industries, U.S. machinery and equipment for processing locally available materials such as forestry products and meat and related by-products, offer a good foundation for U.S. export promotion. In considering these product lines, U.S. exporters should take care to consider only new and more sophisticated types of machinery and equipment, as many New Zealand manufacturers are now producing not only the rudimentary types of equipment required by local industry but more advanced models as well.

Though some New Zealand firms tend to regard United States equipment in this field as designed only for high-production runs, which are impractical for this country's limited requirements, equipment having versatility and easy adaptability to rapid short-run work, would no doubt be of interest to these firms.

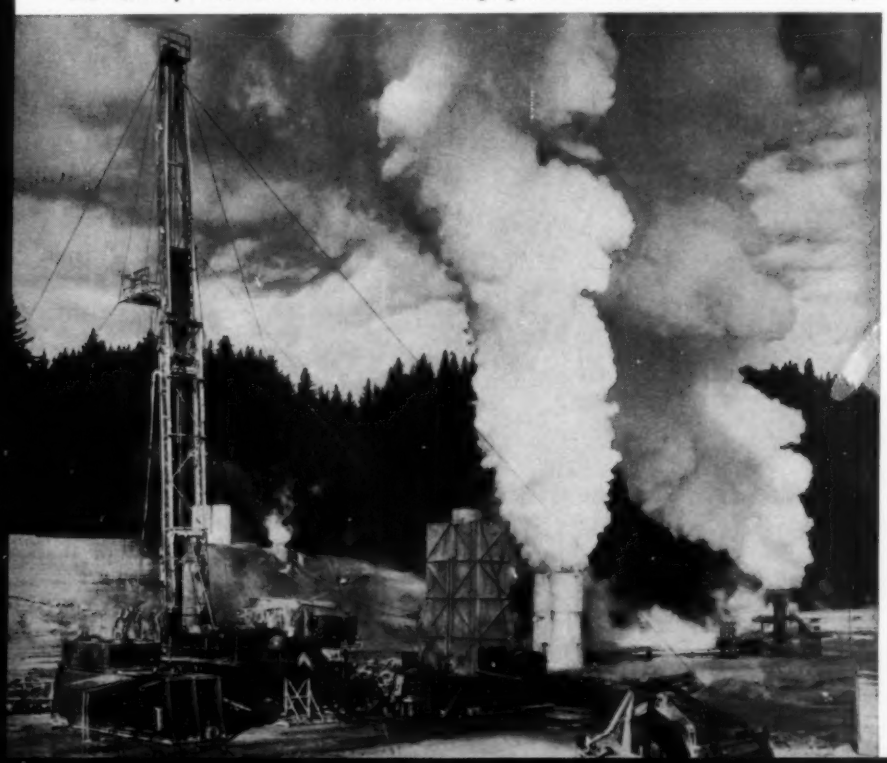
U.S. suppliers should not overlook New Zealand as a market because it is relatively small (2¾ million), or because the immediate return may not be as great as it is in Australia. This attitude ignores the advisability of introducing U.S. products in a market whch again is beginning to open up and is increasingly looking to the United States as a trading partner.

More frequent visits by U.S. technical representatives are needed to help dispel the widespread assumption that U.S. products are more expensive. Too often, U.S. producers make no effort to disprove this canard.

U.S. technical representatives can also frequently demonstrate the quality and superior design of their company's product. New Zealand industrialists appreciate sophisticated quality products: a direct sales approach can produce significant results.

An International Trade Fair will be held at Auckland, New Zealand's principal commercial center, from Aug. 20 to Sept. 6. This Fair will offer overseas companies an effective opportunity to exhibit their products and compete for their share of the market.

STEPPED-UP CONSTRUCTION ACTIVITY should boost the market for imported earthmoving equipment and machinery in New Zealand in 1969. This drilling rig is at the Weirakei Geothermal Power Project.



Spanish slowdown ending

U.S. exports to Spain continue to rise, despite nation's falling import level

There are signs that the slowdown in the Spanish economy, which began last year, is ending and that a moderate reactivation is under way. The Government is attempting to force the pace of economic expansion with substantial increases in public sector investment outlays, according to the semi-annual Economic Trends Report from the U.S. Embassy in Madrid.

Despite the continuing decline in overall Spanish imports, U.S. exports to Spain increased by 1.6% through August, reversing the downward trend of 1967. The outlook for U.S. sales to Spain over the next several months is moderately favorable. The moderate recovery of the Spanish economy now under way should spur demand for imports and create an opportunity for a continued expansion of U.S. sales in Spain.

In particular U.S. exports of raw materials to Spain, which make up some 23.9% of our total sales, should find expanding markets in Spain as industrial production climbs from its low level of the past several months.

At the same time, with a moderate acceleration expected in the rate of investment, U.S. suppliers of capital equipment, which accounts for 36% of present U.S. exports to Spain, should also find opportunity for increased sales.

As mentioned above, there is no evidence that the U.S. balance of payments measures of last January have seriously hampered the ability of U.S. firms to finance attractive investment projects in Spain. The spectacular development of the Eurodollar market has provided an alternative source of financing now that flows of investment capital from the United States have been restricted.

Marked decline

During the early months of this year, there was a very marked decline in the volume of requests for foreign investment authorization from the Spanish Government by U.S. firms. It is important to underline the essential difference between requests for authorization of future investment and the flow of investment funds into Spain to carry out previously authorized projects. It seems clear that there has been no interruption in the flow of realized investment, as American firms have been able to obtain funds to comply with existing investment contracts in Spain. The decline in the level of requests for new foreign investment authorizations by American firms paralleled the very marked decline in domestic private investment in Spain.

The same uncertainty and a generally unfavorable investment climate affected all investors—Spanish as well as American. In any case, the level of requests for foreign investment authorizations in 1968 has been measured against 1967, a year in which a few exceptionally large authorizations swelled the total. It now appears that one or more large projects approved in the past few months may push the 1968 total of authorized investment up to the high level of last year.

The recently completed bidding competition for the Bilbao refinery provides vivid proof that the U.S. balance of payments measures have imposed no serious restraint on the ability of U.S. firms to take advantage of attractive investment opportunities in Spain. Gulf Oil Corp., the foreign participant in the international consortium to which the refinery was awarded, has obligated itself to bring around $100 million into Spain.

With the general lightening of the business climate in Spain and the prospect of a continuing reactivation of economic activity, the interest of foreign investors, including Americans, in Spain is expected to recover from the apparent slump of earlier this year. Nonetheless, the growing complexity of the Spanish economy and the fact that many of the most attractive investment opportunities have now been taken up should lead to somewhat greater selectivity on the part of foreign investors in evaluating possible commitments.

The general attitude of the Spanish Government toward foreign investment remains favorable. The flow of foreign capital continues to be essential to Spain not only as a balance of payments item which helps to cover the country's huge trade gap but also for the modern technology which it introduces into the Spanish economy.

Important foreign role

Foreign companies are playing a very important part in the effort to modernize the Spanish economy. Occasional complaints are voiced over the growing role of foreign companies in Spain, particularly the increasing balance of payments outflows for royalties and payments for patents. However, it is generally accepted that this is a price Spain must pay for acquiring the badly needed modern technology it cannot develop for itself.

Specific opportunities for foreign investment may exist under the Government-sponsored Development Pole Program. Substantial fiscal benefits and Government subsidies are available to firms whose projects are approved for one of the seven regional centers in which the Government is seeking to stimulate industrial development. A new round of bidding under the Development Pole Program was opened by the Government in September and will extend through December.

There is also continuing interest on the part of foreign investors in petroleum refining in Spain. Now that the award of the contract for the Bilbao refinery is completed, the beginning of a similar competition for the new refinery in the Barcelona area is expected shortly.

It now appears that Spain could achieve equilibrium in its balance of payments for the first time since 1964. However, this improvement seems to be largely a temporary benefit of the marked deceleration of economic activity and private investment of the past several months rather than any permanent correction of the structural causes of the balance of payments problem.

Openings for U.S.

New sales opportunities for U.S. exporters should arise from Spain's Second Development Plan. In particular, the Plan's emphasis on the development of the livestock industry should create substantial opportunities for sales of breeding stock, feed grains, and various types of meat processing equipment. Two other areas of high potential for U.S. suppliers are the water development programs of the Government and the anticipated continued expansion of the Spanish shipbuilding industry.

ECONOMIC UNCERTAINTIES IN SPAIN have seriously restricted the rate of both private domestic investment and the investment activities of foreign firms. These 15-story apartment buildings at Torremolinos are part of a project owned by a real estate subsidiary of Investors Overseas Services.

The major factor in the 1968 improvement has been the narrowing of the huge Spanish trade deficit. The yearly trade deficit through September totaled about $1.5 billion, or 11.7% less than for the first nine months of 1967 (a period in which the trade gap decreased by 10.5% from that of 1966).

A 14% rate of expansion of Spanish exports during this period contributed importantly to the improvement in the trade balance, and the authorities have pointed to this as one of the fruits of devaluation. However, while the devaluation may have improved the competitive position of some Spanish goods, the rate of export expansion for the year is likely to be very little higher than the 12% of 1967—before devaluation—and seems unlikely to increase sharply in the near future.

The shrinking in the trade gap is due almost equally to a 2% decline in Spain's huge import bill during the first three quarters. The devaluation probably forced some substitution of domestic production for imports, but a much more important cause of the import decline has been the relatively low level of demand prevailing in the Spanish economy.

The stagnation in industrial production and investment which began in early 1967 has been reflected in a downward trend of imports of foreign raw materials, semi-manufactures and capital goods during these two years. For example, capital goods imports, which were 28% of the total import bill in 1967, were down by 6.8% in the first eight months of this year, a sharp contrast to their very rapid increase in the period 1962-66.

There does not appear to have been any sharp increase in earnings from the other current account items in the balance of payments in 1968, notwithstanding the devaluation. The number of foreign visitors to Spain in the first nine months of this year was 7.1% greater than in the some period of 1967.

Slight gains

However, given the need to make up the foreign exchange margin lost through the devaluation, Spanish income from tourism in 1968 is not likely to be up more than moderately over the $1,110 million earned last year—possibly by 5 to 7%. Emigrant remittances, the other major source of earnings in the current account, look to be down somewhat in 1968 from the 1967 level, as the last two years have seen a net return of Spanish workers from Northern Europe.

Despite initial fears over the possible effects of the U.S. balance of payments measures introduced in January, it now appears that the flow of long-term capital into Spain in 1968 will be roughly equivalent to last year's record high of $500 million in capital account income. A shift is taking place in the composition of this capital inflow.

The same uncertainties which have affected the rate of domestic private investment have also influenced investment decisions by foreign corporations, and there could be a perceptible decline in foreign direct investment in Spanish industry in 1968. This decline will be largely offset, however, by healthy increases in public and private borrowings from abroad, including a Government borrowing of $60 million in the Eurodollar market.

There is a lack of data on the movement of short-term capital in 1968. A small surplus in the basic balance of payments in 1967 was overwhelmed by an errors and omissions entry of over $200 million, a large portion of which was conceded to be due to the short-term movement of capital out of Spain. This movement apparently reached a peak just before the devaluation but is believed to have continued into the early months of 1968.

Subsequent events such as the international speculation over a revaluation of the German mark may have given a new stimulus to short-term capital movements. But, some of the capital which left earlier has probably returned to Spain, and the international position of the peseta is now reported to be firm.

The longer-term balance of payments outlook—1969 and beyond—is tempered by a concern that an immoderate revival of domestic economic activity could touch off the same sort of rapid increase in import demand as occurred during the last period of rapid Spanish economic growth. If the Spanish industrial sector again begins to expand rapidly, its demands for foreign capital goods and raw materials will rise.

Moreover, until a thorough modernization and restructuring of Spanish agricul-

ture is completed, the country must continue to import large quantities of foodstuffs (food imports totaled $560 million in 1967 or 15.8% of total imports). Thus, the continued narrowing of the trade gap may well be more difficult in 1969.

Indeed, it could be difficult simply to retain the gains of the past two years, since no substantial improvement in export performance above the present rate of increase is likely. The outlook is further obscured by the apparent leveling trend of earnings from tourism and emigrant remittances, which are relied upon so heavily to finance the trade deficit.

On the other hand, as long as the general investment climate is favorable, Spain can count on continued large flows of foreign capital, although this source of foreign exchange earnings is not likely to grow as rapidly as in the immediate past.

Moderate upswing

The Ministry of Industry's recent surveys of industrial activity showed a moderate upswing in industrial demand in August and September. Official data on financial transactions provide further evidence that the economic reactivation talked of so much last Spring may now in fact be under way.

Beginning late in the second quarter, there has been a general upward trend in the level of bank clearings, demand deposits, the extension of bank credit, and, with some fluctuation, the money supply. A further important push toward reactivation is being given by the farm sector, which reports excellent fall harvests.

Despite these signs of encouragement, the rally has obviously not yet gained full force. The industrial sector is particularly mixed. The steel, shipbuilding, automobile, and construction material industries are apparently leading the recovery, and important general indicators such as the volume of electric power show an upward trend. Nevertheless, there is a continued softness in several key industries, notably the chronically-troubled textile industry and some capital goods industries.

The apparent trend of industrial investment at the beginning of the fourth quarter was also disquieting, as its recovery from the decline of 1967 and earlier this year has been slower than the Government desired.

A moderate improvement occurred recently in business confidence, but several elements of investment uncertainty remain. These include the still pending Second Development Plan, now one year late in coming into effect, and the Spanish bid for affiliation with the European Community. While the rate of private investment may accelerate somewhat during the next few months, there is no evidence that it has begun to return to the high level sustained during the 1962-66 period.

Unfortunately, a full acceleration of industrial investment will be hampered by the severe financial difficulties faced by a number of the larger Spanish firms. Many corporations are still heavily burdened by medium and long-term debt incurred during their rapid expansion in the first several years of this decade.

There is reportedly no lack of liquidity in the economy, but private savings are simply not being channeled efficiently into industrial investment. A moderate strengthening of national capital markets in the past several months gives some hope for the eventual solution of this structural inadequacy, but many firms now report difficulty in refinancing existing debts and funding new investment.

Other obstacles to new investment are a continuing profit squeeze resulting from past wage increases and those anticipated in the near future, and the legal problems involved in rationalizing labor forces to capitalize on productivity gained from new plant investment.

Assuming that the present signs of moderate economic recovery are confirmed during the fourth quarter, the rate of growth of Spanish GNP in 1968 could rise moderately above the 3.2% recorded in 1967 and might approach the 4.5% figure believed to be the unofficial planning target.

The Ministry of Industry has forecast a 5% increase in industrial output in 1968. This would be short of the target set in the draft Second Development Plan and far below the average annual growth of 8.2% of the First Plan period. But, in view of the severe problems of Spanish industry during late 1967 and the first half of this year, a 5% expansion would be relatively satisfactory.

Despite reports of difficulty in the service industries, the great increase in peseta expenditures by tourists as a result of the devaluation should ensure a very satisfactory year for this industry which is of such great importance.

The twin uncertainties of wages and prices are the critical elements in any assessment of the mid-term outlook for the Spanish economy. While the stabilization benefits of the austerity plan have been less than had been hoped, the freeze on incomes and prices imposed last November has brought the economy somewhat closer to internal equilibrium, although at the cost of a continued sag in production and investment. The future, however, is far from clear.

The Council of Ministers broke the incomes freeze in August by approving a decree which will permit wage and salary increases of up to 5.9% during 1969. The decree also allowed salary increases which had been delayed by the freeze to become effective on Oct. 1. The freeze on dividends and other forms of income remains in force and will apparently be carried into 1969.

The Government says that the easing of the wage freeze has been carefully calculated to be non-inflationary and that the resultant boost in disposable private income will play a key role in the general reactivation of demand.

The Government's decision has not, however, been greeted with uniform approval. Some informed observers of the Spanish economy fear that the Government may have moved prematurely in unfreezing wages. While the wage ceiling is fixed at 5.9% for 1969, social security contributions will also be raised, and the total added cost to employers will be somewhat in excess of 7%.

In addition, several hundred thousand wage earners will find their pay packets increased by far more than 5.9% as the various increases pending for 1968 under earlier wage agreements and cost of living escalation clauses immobilized by the freeze are now coming into force. Thus, many producers are again confronted by a rise in wage costs in excess of any possible gain in productivity for 1969.

There is equal concern that the un-

Public outlays are spur

Public outlays are far and away the leading expansionary force in Spain's economy, with central government spending for 1968 now expected to be some 12% above last year. Not only is the Government trying hard to create a psychological climate of recovery and expansion, but it has also greatly increased its own investment spending in an attempt to fill some of the gap left by private enterprise. Highway construction, public housing programs, and water development activities such as the recently announced Tajus-Segura water project will pump large amounts of public money into the economy over the next several months.

The National Institute of Industry (INI), the state holding company, is also playing a role in the effort to stimulate the economy, as INI's recently announced investment program for 1968 totals 32.3 billion pesetas.

freezing of wages will add dangerous fuel to consumer demand. It is feared that the new round of wage increases together with other events such as the recent increases in social security benefits may risk an early return to the cycle of wage-price inflation which plagued the Spanish economy for the past several years. These fears for future stability are heightened by the widespread opposition to the 5.9% ceiling on the part of the official labor organizations, who are protesting publicly that the allowable increase is far too small.

The price freeze portion of the austerity program is still in effect, although the Administration's price vigilance appears to be confined primarily to items of major weight in the cost-of-living index. The monthly average increase in the official cost-of-living index for January through September was nearly 4% higher than the monthly average for 1967. This is a marked improvement over the 6.5% of 1967, but is still far from satisfactory.

Prices up sharply

In addition, the wholesale price index deteriorated sharply during the first nine months of the year, with an average monthly increase of 2.5% compared with the 0.8% of 1967, and is showing the effects of both the 1967 devaluation and the tremendous increase in production costs during the last several years.

In summary, prospects for wage-price stability are at best uncertain. There is serious concern that a renewed inflationary spiral could develop during the next several months, particularly if the economic reactivation gains momentum.

Moreover, Spain must still contend with very serious structural tendencies toward inflation, such as the outmoded systems of distribution and marketing. Any broaching of the present 5.9% wage ceiling could prove extremely disruptive to the very fragile internal stability so painfully won through the devaluation and austerity program.

A series of recent measures, some already enacted and others pending final approval by the Cortes, could have significant effect on the evolution of the Spanish economy over the next few years. For example, a new law approved in June limits the intercorporate activities of private banks' officers and gives the Ministry of Finance new authority over the lending activities of individual banks. The full effect of this measure remains to be seen, but some observers believe it could prove an important step in increasing the responsiveness of the banks to the financing needs of industries by forcing a more efficient allocation of financial resources.

The Cortes has also approved the creation of a new agency under the Ministry of Agriculture (FORPPA) to administer and coordinate the various agricultural subsidy programs. Here again, the value of FORPPA will depend on the manner in which it is administered, but if it can rationalize the sometimes contradictory price support policy, it could contribute importantly to the modernization of Spain's archaic agricultural system.

Several other proposed measures of importance to the economy are pending action by the Cortes in its fall session, including the long-awaited Second Economic and Social Development Plan for 1968-71. While one full year of the Second Plan period has been lost because of the need for its revision following the 1967 devaluation, it contains the basic guidelines for the development of the economy over the next three years and is expected to have considerable influence on private investment decisions.

The Plan's annual GNP growth targets have been lowered from the 6% of the First Plan to a hopefully more sustainable 5.5%. In addition, the Plan calls for the concentration of public development activities in certain high priority sectors, including agriculture, education and transportation.

Madrid's first air pollution law may benefit U.S. manufacturers

Comparable ordinances expected in other population centers; Congress on atmospheric pollution scheduled for Madrid in March

The city government of Madrid, in what is regarded as the first in a series of actions by Spanish urban centers, has established an anti-air pollution ordinance. This ordinance offers new opportunities to American businessmen for the sale of industrial and automotive air pollution control devices.

Under the Spanish national law which allows municipalities to establish minimum standards for atmospheric cleanliness, Madrid has passed the "First Regulatory Ordinance to Counter Atmospheric Contamination." Comparable ordinances are expected shortly in the urban centers of Barcelona, Zaragoza, and Bilbao.

The ordinance establishes maximum limits for the emission of carbon monoxide, anhydrous sulphur, and other toxic discharges. Sources of pollution covered by the ordinance are automobiles, industrial installations, and home and commercial heating and air-conditioning.

Inspection and enforcement of the new requirements are to be provided by 25 sampling stations to be established throughout the city within a month. In addition, industrial establishments are to be periodically inspected. Licenses will also be required when certain modifications or additions are made to heat generating equipment. After an initial period of warning, compliance with the law will be insured by the imposition of fines on violators.

The interest of other foreign businessmen in this potential market is highlighted by the full-page advertisement in the newspaper *YA* of Oct. 8 promoting the pollution control device of the Swiss firm ELCO.

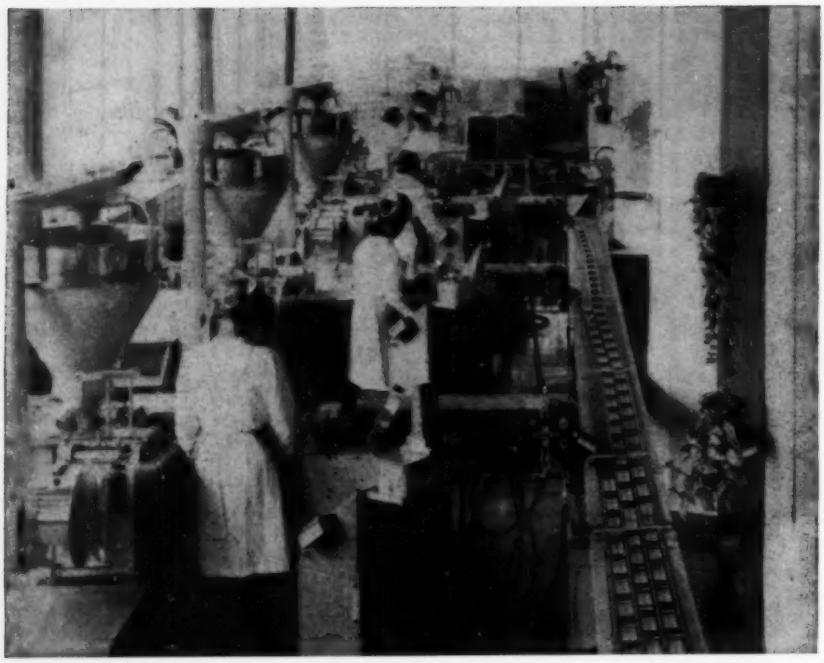
The market for contamination control devices is expected to increase as more severe anti-pollution norms are introduced and legal enforcement reaches the national level. Broad Spanish concern for the problem is indicated by the meeting of the First National Congress on Problems of Atmospheric Pollution, scheduled for Madrid in March.

New Pakistani-Japanese steel plant being built in Karachi

The foundation stone was recently laid for the Valika Steel Works, a $32.6 million special steel and alloy plant to be built with Japanese collaboration in Karachi, West Pakistan.

The plant, which is expected to come into effective production by 1971, will have the capacity to produce 20,000 tons per annum of special and alloy steels in rolled, forged and cast form. Its requirements for steel scrap and ferro-alloys, such as ferro-manganese, ferro-chrome and ferro-nickel, will be imported.

A Japanese firm will supply the mill machinery.



LABOR SHORTAGE in Switzerland continues to affect almost every facet of the nation's economic life. These girls are using modern labor-saving equipment in a food factory.

Continuing Swiss economic gains point to high levels of imports; capital equipment needed most

Labor shortage creates growing market for latest equipment; emphasis on exports may leave consumer market to U.S. firms

The Swiss economy continued to operate at a high level during the first half of 1968, with some signs of a further increase in activity but with continued stability in prices, according to the semi-annual Economic Trends Report from the U.S. Embassy in Bern.

The main impetus for the increase came from the export industries, with exports rising almost three times as fast as imports. Part of this increase, however, is attributable to a further improvement in the Swiss terms of trade, with the export price index increasing by about 6% while the import price index increased by less than 2% during the year ending in June. A further impetus for expansion can be expected from projected investments in construction, which are expected to rise sharply during 1968.

Given the improvement in the Swiss economic picture thus far in 1968, U.S. exporters can expect favorable prospects for sales on the Swiss market. High export figures, rising incomes, and low interest rates all point to high levels of imports into Switzerland.

Once again the prospects appear strongest for capital equipment, as Swiss industry must continue to modernize and rationalize because of the tight labor situation. This may even become worse because of political pressures to further reduce the foreign labor population.

With many sectors of Swiss industry running at or near capacity, additional labor-saving devices and sophisticated equipment will be required for continued expansion. Along with this there will probably be a growing demand for basic components and measuring equipment in the electronic industry, little of which is manufactured in Switzerland.

Tied in with the demand for labor-saving devices is a burgeoning market for domestic home appliances. Servantless homes, even among very high income families, are becoming more and more common in Switzerland, and the result is a rapidly growing market for labor-saving household appliances and prepared foodstuffs that have long been a feature of the American economic scene.

With recent structural changes in the economy, again dictated primarily by labor considerations, increasing productive capacity is being turned toward the export industry. As a result, Swiss manufacturers may thereby be opening up increasing opportunities for U.S. manufacturers of consumer products, particularly in the area of packaged foods, leisure time activity equipment, and do-it-yourself accessories.

Although production in general continued to increase, the greatest increases were made by export-oriented industries. The largest gains were shown by the chemical and machinery industries.

The exception is the watch industry, which exports as much as 97% of its production, showed a production decline due mainly to less domestic sales, a reflection of the leveling of total retail sales during the period.

The construction industry, an industry influenced more than others by the continued shortage of labor in Switzerland, continued at a high level and is expected to rise further. Residential building permits issued have increased faster than those for industrial construction. Projections for the year indicate a further heavy increase. The bulk of this increase, however, will again be in the public sector, in the form of roads and other public services, with public investment increasing for the year by 23% compared to 6% for private projects.

Consumer demand has not kept up with the general increases in incomes. In the second quarter of 1968 retail sales were only 2.9% above the level a year earlier, an increase that only covered the increase in the consumer price index.

The stagnation in consumer expenditures has had its counterpart in an increase of personal savings and a resulting increase in available capital. While exporting substantial amounts of capital to other countries, the Swiss capital market has been able to satisfy the domestic demand for capital without an increase in interest rates. Swiss officials have further encouraged the export of funds that came into the country during the sterling and gold crises to prevent the latter from entering

the economy and encouraging inflation.

By mid-year the consumer price index had increased by only 2.9% over the same period last year, while the price of durable goods alone had actually decreased by about 1%. Wages, meanwhile, increased by 3.7%. The latter cannot be viewed as dangerous, since it includes some productivity increases.

However, the 6% increase in Federal employee wages granted a few months ago has caused some concern that other wage demands may be made. In addition, the service component of the price index increased in the late summer because of increases in railroad fares, postal rates, and in the gasoline tax.

A further danger to price stability arises from Switzerland's position as a haven for foreign capital during political and economic crises in other countries.

The perennial "Achilles heel" of the Swiss economy continues to be the very tight labor market. By the end of August, the almost non-existent Swiss unemployment figure dropped to 120 against a total of over 4,000 jobs waiting to be filled. There is no prospect in the immediate future for any relief in this sector. Consequently, if expansion is to be maintained, increasing attention will have to be paid to rationalizing industry. Evidence of this concern continues to be reflected in Swiss imports of machinery and other capital goods, which increased by over 10% from the first to the second quarter.

Despite uncertain outlook, Bolivian businessmen add to confidence; market size limits U.S. prospects

Business slowdown, import restrictions may lower U.S. sales through 1969; some industrialists oppose regional integration

While the current uncertainty in Bolivian business circles is stronger than usual, there is no great lack of confidence in the future, according to the annual Economic Trends Report from the U.S. Embassy in La Paz.

American exporters will most likely find their markets in Bolivia somewhat reduced in the remainder of 1968 and possibly for part of 1969. This will be due to the slower pace of general business conditions, the new import measures which have raised costs, and also because of the new and active participants entering this small market.

Firms from Spain, Australia and the Republic of South Africa, to give several examples, are joining those from Japan, Brazil and Argentina in selling heavy goods and machinery lines previously dominated by U.S. and European suppliers. Price and credit incentives are attractive and old-line local representatives are being caught in a profit squeeze. Traditional competition for U.S. suppliers from Western European manufacturers not only continues but has been intensified.

While the size of the market and the structure of the commercial sector are not ideally suited to many U.S. exporters, there are existing and potential opportunities which should be considered. Mining continues as the major sector of the Bolivian economy and mining equipment, especially when scaled to the comparatively small operations of many Bolivian mines, should continue to find a market.

Petroleum and gas exploration is growing and the proposed pipeline from Santa Cruz to the Argentine border will require new equipment.

Investments are being made in hardwood lumbering in the north and northwest, in cattle raising and farming in the east, in cotton, and in edible oil production.

Activation of the new Bolivian television network should take place in 1969, and tenders for the separate Inter-American Development Bank-funded $12.5 million communications net should be issued toward the end of 1968 or early 1969. The IDB is also involved in several potable water projects in Bolivia. On capital goods, credit terms are the key to sales.

Investment opportunities, including those cited above, do exist and foreign capital is welcome. Mixed ventures with Bolivian participants are favored, but often difficult to arrange in view of the shortage of local capital. As more of Bolivia is opened by improved transportation facilities, the fertile eastern lands could provide increased opportunities.

Prospective investors may be eligible for both AID investment guarantees and the benefits of the Bolivian Investment Law.

The businessman interested in the Bolivian market must be aware of the tight

90 nations now have GATT affiliation

The General Agreement on Tariffs and Trade, according to a new membership listing, now has 90 affiliates. They include these 76 contracting parties:

Argentina, Australia, Austria, Barbados, Belgium, Brazil, Burma, Burundi, Cameroon, Canada, Central African Republic, Ceylon, Chad, Chile, Congo (Brazzaville), Cuba, Cyprus, Czechoslovakia, Dahomey, Denmark, Dominican Republic, Finland, France, Gabon, Gambia, Fed. Rep. of Germany, Ghana, Greece, Guyana, Haiti, Iceland, India, Indonesia, Ireland, Israel, Italy, Ivory Coast, Jamaica.

Also Japan, Kenya, Korea, Kuwait, Luxembourg, Madagascar, Malawi, Malaysia, Malta, Mauritania, Netherlands, New Zealand, Nicaragua, Niger, Nigeria, Norway, Pakistan, Peru, Poland, Portugal, Rhodesia, Rwanda, Senegal, Sierra Leone, South Africa, Spain, Sweden, Switzerland, Tanzania, Togo, Trinidad and Tobago, Turkey, Uganda, United Kingdom, United States, Upper Volta, Uruguay and Yugoslavia.

Two other nations have acceded provisionally to the GATT: Tunisia and the United Arab Republic.

There are twelve other countries to whose territories the GATT has been applied and which now, as independent states, maintain a de facto application of the GATT pending final decisions as to their future commercial policy. They are:

Algeria, Botswana, Cambodia, Congo (Kinshasa), Lesotho, Maldive Islands, Mali, Mauritius, Singapore, South Yemen, Swaziland and Zambia.

money situation and the importance of credit. The price factor is equally important as, while many Bolivian firms are willing to pay more for known merchandise, the desire to remain with traditional suppliers evaporates rapidly as the price spread grows.

Prompt delivery of goods is another factor in a landlocked country where transportation delays are long. In view of the attractive offers of newcomers to the market, credit terms and price are becoming even more important as determinants of successful bidding. The supplier who can offer and deliver rapid parts service at relatively low cost enjoys a distinct advantage which may overcome some credit and price disadvantages.

Import prohibition policy

The Bolivian Government policy to foster industrial development by prohibiting imports where import substitutes are available or can be developed has had very limited success to date. The amount of contraband entering Bolivia, despite the increased efforts of the Government to halt the flow, is a major factor as is the very structure of Bolivian industry.

It is to the Government's great credit that it has carefully refrained from augmenting the list of prohibitions established by decree on Apr. 9, with all possible sorts of imports which compete with domestic manufacturers and has, in fact, modified the list of prohibited items in several cases where it was demonstrated that domestic industry could not provide the product (for example, miners' rubber boots).

While additions to the list of prohibited imports can be expected, indications are that the suitability of such additions will have to be proven. The structure of domestic industry and the small size of the Bolivian market provide a vicious circle that may not be broken until a condition such as the expanded market of the Andean Sub-Regional Group provides the needed incentive.

The benefits of regional economic integration are fully appreciated by the Bolivian Government but, while there is some degree of enthusiasm among the industrialists, there is not yet strong popular support for economic association in the private sector. In fact there is concern that Bolivia, in view of its limited industrial capacity, will be forced to import either higher cost goods from outside the region, paying the external tariff, or become tied to a regional supplier who can exploit the Bolivian market while Bolivian industry will be unable to find markets for its products in the region.

Despite such objections, the need for regional integration is intellectually accepted as basic to Bolivia's development.

Problem for U.S.

A basic problem in Bolivian import practice will continue to plague the U.S. supplier. Bolivia's commercial imports are dominated by a relatively few firms which carry several score representations each in a broad spectrum of heavy and soft lines. This practice results not only from the need to have great flexibility in a small market but also from the need to sell enough of a product mix to exist in such a market. However, as a result, most importers operate almost completely on an indent basis and offer little in the way of parts or service. Exclusivity in a single line or in related commodity lines is rare, except in motor vehicles and mining equipment.

While there are conditions which combine to make the future subject to question, the Bolivian economy (GNP) continues to grow at a 5 to 6% annual rate. The boom in both private and infrastructure construction is probably the most vital element in Bolivia's current growth.

While the credit situation has eased somewhat in the past few months, capital is still very scarce and the commercial banks are almost all at or nearing maximum loan positions under banking reserve requirements.

The Bolivian net foreign exchange position, after major declines both in late 1967 and the first quarter of 1968, has recovered over half of its 1968 loss of $5 million and has stabilized at about $30 million in recent months.

Customs and tax measures, necessarily selective because of the almost total dependence of the Bolivian economy on imports, and the imposition of import substitution on the limited scale possible could dampen import demand and reduce the outflow of exchange.

The recent political problems resulting from transfer of the Guevara Diary to Cuba by the former Minister of Government, his flight and subsequent return and the question of his trial have had undoubted effects, but the consensus is that the government of President Barrientes has weathered the worst of the storm and that political stability will continue.

What have affected the business community are several new tax and customs measures enacted in 1968, fear of more in the future and a slackening of sales with resulting high inventories. To date there has been no discernible negative effect on investment resulting from these measures.

The fears of the businessman about future customs and tax laws are based on solid ground. The revenue needs of the Bolivian Government are well-known, and certainly the experience of local businessmen in trying to settle outstanding Government accounts has underscored the Government's revenue position.

The major revenue success scored by the Government this year was in its negotiations with Bolivian Gulf Oil Co. Gulf agreed to do away with the 27% depletion allowance previously enjoyed and this was calculated to mean an estimated increase in Gulf payments to the Bolivian entities of $2.27 million in 1968, for a total of $7.7 million, including $2.8 million in royalties. The 1969 total was projected to reach $8.9 million.

In addition, the consortium formed by Gulf and the state-owned petroleum enterprise Yacimientos Petroliferos Fiscales Bolivianos (YPFB) signed an agreement with Argentina to provide gas to the Argentine gas system for the next 20 years. This will not only bring in foreign exchange but will mean increased tax revenues for the Bolivian Government and the Department of Santa Cruz. President Barrientes has estimated annual foreign exchange earnings from the gas contract and the new tax agreement with Gulf at more than $10 million.

Foreign exchange is crucial

New sources of foreign exchange are especially important to Bolivia in view of the deflated world tin price which has lessened earnings from Bolivia's main export. One practical result of the lower price is the effort by COMIBOL, the state-owned Bolivian Mining Corp., to diversify its operations into other minerals such as silver. Another is the effort being made by COMIBOL to bring added efficiency to its operations and to meet the declining tin price by cutting its costs.

The Government, however, is under pressure for increased wages from other sectors, particularly the teachers. While promises of salary adjustments in coming years have so far failed to stop the strikes and demonstrations, the Government, wary of opening a breech in its relatively successful campaign to head off inflationary wage-price policies, has maintained its opposition to an immediate increase. The railway workers are also making overtures for salary increases and it is expected, as 1968 labor agreements in the private sector are providing moderate increases, that some amount of wage increases in the dominant public sector is inevitable in 1969.

U.S. food producer's investment in Morocco is first result of new AID African agriculture program

Agency finances preliminary studies, U.S. firms provide expertise, management for food production joint ventures

A large Midwestern U.S. grain producing firm has entered a joint venture with Moroccan businessmen and corporations to develop a commercial cereal grain business in the North African nation.

The venture is the first enterprise coming out of a new U.S. Government program to encourage large-unit agricultural production in Africa.

Its establishment follows the completion of studies by teams sent to Africa by the grain firm, paid for by the Agency for International Development (AID) in line with an effort to get U.S. agricultural businesses interested in assisting Africans with vertically-integrated food production.

Two other U.S. groups have completed similar AID-sponsored field studies in Africa. One of them, a combination of West Coast businessmen and farm operators, is planning to launch a large-scale mechanized farming operation in Ghana. The second, after surveying a project in Kenya to raise cattle for the chilled and frozen meat market in Europe, has decided not to proceed.

The Kenya project, upon being dropped by the original surveying group, became available to any other interested U.S. enterprise under AID rules. Another firm has indicated interest in taking over the project and switching the market focus to the Middle East.

The large-unit agriculture program represents a departure from AID's earlier approach in Africa, which relied primarily on development of institutional education, research, extension and work with agriculture ministries. The new program, in outline, aims to develop vertically-integrated, large unit agriculture, by bringing together crop and animal production, processing, distribution, and marketing under one corporate framework. U.S. firms are to provide technical and managerial expertise and participate in the ownership.

The introduction of American firms onto the African scene is a three-step process. First, AID offers an interested company the opportunity to send a survey team to any of nine countries receiving concentrated attention by AID—Tunisia, Morocco, Ethiopia, Uganda, Kenya, Tanzania, Liberia, Ghana, and Nigeria. The team makes a preliminary study designed to determine if, on technical grounds, a detailed study is warranted and if a form of arrangement exists compatible with the interests of profit-oriented companies and the domestic political situation in the particular country. The preliminary study would be completely grant-financed by AID on an expense-without-fee basis.

If the team finds an interesting possibility for investment, and the home office decides to pursue it further, then AID and the firm enter into negotiation for the next step. This is the detailed study, also grant-financed by AID but with the grant converted to a loan repayable from profits should an investment materialize.

The last step is the actual development of the project, eligible for specific risk and extended risk guarantees by AID.

Since the program began in March, 1967, 18 U.S. firms have signed contracts with AID to conduct 40 initial surveys in Africa. The first survey teams were sent out by their home offices the following May and June. Nine companies have completed 20 initial surveys. Six detailed studies have been contracted, and two more are under negotiation with AID. Three of these advanced studies have been completed, resulting in the previously mentioned two decisions to invest and the one decision not to invest.

The following opportunities in Africa, broken down by country, are listed on the basis of the technical aspects and the interest expressed by the host country.

Tunisia—Opportunities exist for the production, processing and marketing of fruits and vegetables under irrigation for export; projects could also include development of ground water for irrigation. Other opportunities include:

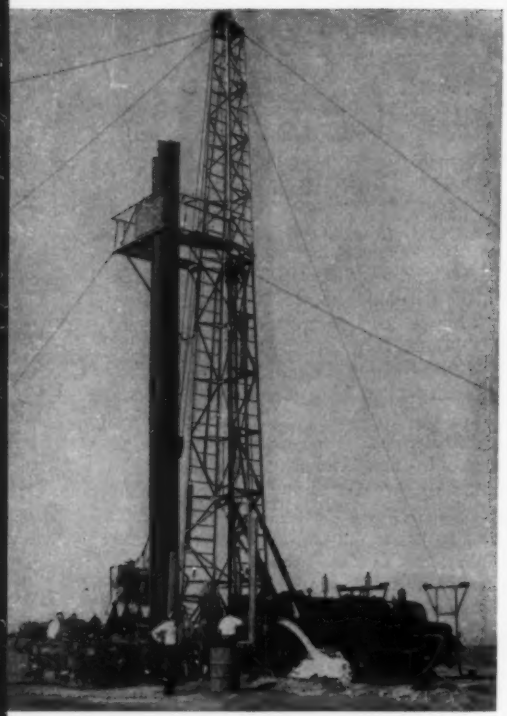
Processing and marketing of citrus and apricots. Large acreage has been planted since 1960 which is or will be reaching production shortly.

Development of integrated small grains and forage crops, livestock production on large units of government-held land.

Development of the first two opportunities should be geared to export markets. Production of small grains and livestock would find a large unsatisfied local market for wheat and a smaller internal market for livestock products.

Morocco—Essentially the same as Tunisia with the exception that Morocco offers greater opportunity for feed production and integrated poultry and livestock,

RUBBER AND OTHER TREE CROPS offer the most immediate potential for U.S. investment in Nigeria since technology and marketing are already well developed. Above, young rubber plants are grafted.



DEVELOPMENT OF IRRIGATION SYSTEMS could be included in Tunisian projects involving the production and marketing of fruits and vegetables. Above is a ground water project at Ghardimaio.

both in processing and marketing.

The Moroccan Government is interested in joint ventures for commercial seed productions (wheat, corn, sorghum, and other crops).

Ethiopia—Large tracts of land are available for possible joint venture in livestock or crop productions. Substantial irrigation potential could be developed.

Livestock development offers the greatest potential. Several large areas could be considered for livestock production. Any livestock venture will have to rely on external markets and should be fully integrated, from slaughtering, through processing (canning and freezing) and marketing, and could also include production. There are possibilities for feed lot operations in irrigated areas of the Awash Valley, otherwise cattle supply will be grass-fed directly from the range.

Production of citrus, oil seeds and cotton under irrigation offers good potential, especially in the export markets. A successful venture would require full integration from production to marketing.

A substantial acreage could be available for dry-land production of wheat and oil seeds.

Uganda, Kenya, and Tanzania—Livestock production, processing and marketing offers the greatest immediate potential for U.S. investment. Possibilities include fully integrated operations, however, processing and marketing represent the better potentials, which will depend principally on export markets for chilled and processed beef.

Production and processing of fruits, vegetables, oil seeds and fiber also should be investigated.

In most cases production should be geared to external markets.

Ghana—Large tracts of undeveloped land are available which could be leased by joint ventures.

Livestock, rice and sugar are principal commodities which could be produced for large unsatisfied local markets. Smaller internal demand exists for fruit and vegetables.

Oil palm, citrus and pineapple are possibilities for external markets.

Processing plants for animal products, canning fruit and vegetables, and for manufacturing fiber products (jute and kenaf) are already installed. There is need for integrating these processing facilities with production facilities and market outlets.

Nigeria—Good potential exists for private investment in tree crop agriculture (oil palm and rubber), rice, fiber (kenaf), fruit (pineapple and citrus), and livestock.

The tree crops offer the more immediate potential since the technology is well developed and marketing is well organized.

Rice offers a good potential for supplying a large and growing internal market. The development of rice production enterprises will require investment in land development.

Fruit production (pineapple and citrus) offers some possibilities for integrated production, processing and marketing ventures based upon export marketing.

There are large areas of under-utilized land which could be made available preferably under lease.

For more Africa data

U.S. firms wishing to obtain further information about AID's large unit agricultural program or to study African investment opportunities in more detail should **write:** Benjamin H. Goldberger, Director, Office of Private Enterprise, Bureau for Africa, Agency for International Development, Washington, D.C. 20523. Tel. (202) 383-7853.

Japan auto maker will use $6.3 million Eximbank loan to buy U.S. machine tools

A $6.3 million Eximbank credit to Toyota Motor Co. of Japan will be used to finance the purchase of machine tools from American firms. These firms will receive full payment in cash for their sales, with Eximbank providing the funds for 90% of the contract price. The remaining 10% will be paid by Toyota.

The probable suppliers whose exports will be financed by the Eximbank credit include: Moore Special Tool Co., of Bridgeport, Conn.; Hunter Automated Machinery Corp. of Morton Grove, Ill.; Sundstrand Machine Tool, Division of Sundstrand Corp. of Belvidere, Ill.; The Heald Machine Co. of Worcester, Mass.; Michigan Tool Co. and National Broach & Machine Co., both of Detroit; Gleason Works of Rochester, N.Y.; Cincinnati Milling & Grinding Co., The Cincinnati Shaper Co., and the R. K. LeBlond Machine Tool Co., all of Cincinnati; The Hill Acme Co., Cleveland; The National Machinery Co. of Tiffin, Ohio; Erie Foundry Co. of Erie, Pennsylvania; Bryant Chucking Grinder Co., The Fellows Gear Shaper Co., and Jones & Lamson, Division of Waterbury Farrel Textron Co., all of Springfield, Vt.; and Kearney & Trecker Corp. of Milwaukee, Wis.

Eximbank and FCIA resume insurance and guarantees on exports to Indonesia

Eximbank has announced that, effective immediately, FCIA and Eximbank will offer insurance and guarantees for sales to Indonesia. Short-term sales shall provide for an irrevocable letter of credit, with payment in the United States in U.S. dollars within 180 days of arrival at port of importation.

Medium-term sales will be considered on a case-by-case basis provided that the sale is supported by an irrevocable letter of credit with terms not to exceed one year, a minimum cash payment of 15%, and exporter retention of not less than 30% of the financed portion.

The letters of credit required shall be issued by a financial institution acceptable to Eximbank.

For further details, exporters and banks should **write:** Export-Import Bank of the United States, 811 Vermont Ave., N.W., Washington, D.C. 20571; or Foreign Credit Insurance Assn., 250 Broadway, New York, N.Y. 10007.

Philippine Central Bank lowers special time deposit requirement on needed producer goods imports

Deposits on other categories of imports remain the same; commodities not requiring any import deposits are listed

The Philippine Central Bank has reduced the special time deposit requirement on imports of essential producer goods from 50% to 40% effective Oct. 12, to 30% effective Nov. 12, and to 25% effective Dec. 12. The new rates are contained in the Bank's Circular 264 on Oct. 12.

The time deposit requirements on imports of other categories remain as specified in Circular 260 of June 11: essential consumer goods (50%); semi-essential producer goods (75%); non-essential producer goods and semi-essential consumer goods (100%); and non-essential consumer goods and unclassified items (175%).

The special time deposits are required for all imports valued above $100, except those specified below. If the import is under letter of credit, the deposits are to be made at the time the covering letter of credit is opened, and are held for 120 days. If the import is under documents against payments, documents against acceptance, or open account arrangements, the deposits are collected at the time the release certificates are issued and are then also held for 120 days.

Special time deposits are not required for the following commodities:

Essential Consumers Goods—corned beef, corned beef hash and corned beef loaf; full cream evaporated milk; condensed sweetened milk (includes "colac"); sterilized natural milk; powdered milk (includes infant's food but excludes powdered milk for animal feeds); malted milk for infant feeding and other baby foods of dairy products; cuttlefish (squid); mackerel; herring; salmon; sardine (including anchovies, sardine-style packed); rice, non-glutinous (emergency importation upon prior certification by the National Economic Council that a rice shortage exists); flour of wheat and spelt, vitamin-enriched only (including meslin, cake flour in containers of 50 lbs. or more and all-purpose flour, irrespective of packing); vitamins in soft gelatin capsules; vitamins in other dosage form, n.e.s.; serums, toxins, antitoxins and toxides for human use; cholera, dysentery, typhoid vaccine; rabies vaccine; smallpox vaccine; anti-tetanus vaccine; catarrhalis, influenza and pertussis vaccines; poliomyelities and staphylococci vaccines; antigens; other vaccines, n.e.s. (except oral); penicillin (dosage); streptomycin or dehydro-streptomycin (dosage); chloramphenicol, dosage (includes chloromycetin); aureomycin (dosage); terramycin (dosage); bacitracin (dosage); neomycin (dosage); tyrothricin (dosage); veterinary medicine for eradication of pests; other veterinary biologicals, n.e.s.; erythromycin, dosage (including ilotycin, erythrocin, etc.); sulfonamides (dosage); sulfonamides with antibiotic compounds (dosage); sulfonamides compounds, n.e.s. (dosage); antibiotic compounds, n.e.s. (dosage); other antibiotics, n.e.s. (dosage except compounds or mixtures); natural narcotics (dosage); synthetic narcotics (dosage); alkaloids of cinchona bark (dosage); insulin in all forms and other antidiabetic preparations; plasma; serums and vaccines, poultry; synthetic anti-malarial drugs (dosage); analgesics and antipyretics (dosage); alkaloids and glucosides (dosage); anaesthetics (dosage); hexylresorcinol products and quarternary ammonium compounds (dosage); trypanocidal and antiluetic compounds (dosage); coagulants (dosage); medicated bandages and dressings (excluding poultices), plasters, surgical gauze and surgical catguts (except sanitary pads and/or napkins and absorbent cotton); water, pyrogene free, in vials or ampoules; cotton specialties, sterile or non-sterile (includes cotton-tipped applicators, cotton pellets, nonabsorbent cotton, and similar products); schistosomiasis (snail fever) medicines (includes "Fuadin"); other medicinal and pharmaceutical products, n.e.s., and PVP (polyvinylpyrrolidone) solution.

Essential Producers Goods—fungicides, other than medicinal; agricultural insecticides and insecticide formulations; fumigants, soil and grain; herbicides; plows (tractor-driven); harrows (tractor-driven); rotavators (tractor-driven) and attachments thereof; rice and corn harvester combines; burner parts for rice dryers; hand-operated tractors; farm tractors, except crawler-type tractors which are used for logging and real estate subdivision projects; parts for hand-operated tractors; parts for farm tractors, except those classified under UI; irrigation pumps; parts for irrigation pumps; agricultural sprayers and dusters, power-operated; agricultural sprayers and dusters, power-operated, parts; compressed-air or pressure-type sprayers, manually-operated (not less than two U.S. gallons capacity), and compressed-air or pressure-type sprayers, manually-operated (not less than two U.S. gallons capacity), parts.

Raw materials falling under the essential producers category of the following industries—meat canning industry; fish canning industry; milk canning industry; vegetable canning industry; flour milling industry; drug industry; pharmaceutical industry; food manufacturers, with specific reference to their importations of tinplate for canning products; animal and poultry feed manufacturing industry, with respect to their importations of bean, oil-seed cake or meal, fish meal, meat meal, whey, powdered milk for animal feeds, vitamin feed supplements; tinplate industry, with respect to importation of tin mill black plates only, and Filipino public works contractors, with respect to their importations of construction equipment to be used specifically in construction projects contracted with Philippine Government agencies under R.A. No. 3741.

List of government-regulated industries revised by Spain

Spain's Ministry of Industry recently published its annual revised list of industries subject to governmental regulation; the decree governs the installation, expansion or transfer of industries in Spain.

Under the decree, regulated industries continue to be classified in three groups, which are: Group I—includes industries requiring previous administrative authorization; Group II—approval for installation and expansion is dependent on certain technical conditions or minimum dimensions; Group III—includes all industries which can be installed, expanded or transferred freely, but must meet norms and/or procedures already established by the Ministry of Industry.

In general, the new classification of industries differs little from that published in 1967. Certain industries have been added, however, and three previously listed have been removed.

A number of activities previously included in Group II have been shifted to Group I. These include sugar mills, textile industries (cotton and various other fibers), drugs, plastic foam and sheet, synthetic rubber, and iron and steel.

Other significant changes in Group II are the lowering of minimum investment requirements for men's clothing and several artisan industries, and the raising of production requirements for tires, wheeled tractors, and canned fish.

For information regarding specific industries, **write:** Spain Desk, European Div., OIRE/BIC—888, U.S. Department of Commerce, Washington, D.C. 20230, or **call** 202-967-2256.

French industrial recovery expected to spur U.S. exports

Statistics indicate it may have surpassed pre-crisis levels already

Prospects for U.S. exports to France will improve during the end of this year and through 1969. There are now fresh indications that the French economy is making a healthy recovery from the general strike it experienced this summer. In fact, many experts have predicted that production at the end of 1968 will noticeably exceed the level reached before the May-June crisis.

According to the French National Statistical Institute (INSEE), the industrial production index for July-Aug. (163.5) had already attained the level of last April (164). The July-Aug. index also compares favorably with the July-Aug. 1967 figure of 153. The present buoyancy has been ascribed to the recouping of production lost during the strikes and the need for rebuilding depleted inventories.

Nonetheless, the extent of the recovery has been uneven among different industries. Such areas as chemical products and rubber are still lagging behind, while automobiles, electrical equipment, and textiles have shown sizable increases.

The September survey of business opinion conducted by INSEE reported that most manufacturers and industrialists are experiencing an increase in demand, particularly from abroad, and consequently export orders are nearing the high level registered in May. INSEE concluded that, in the last six months of 1968, France will be able to increase production 10% compared to the second half of 1967.

On the employment side, the previous trend toward reducing the work force has slowed down and it is likely that firms will renew hiring to keep up with production increases. This new trend is supported by figures just published by INSEE showing that there were 276,200 unfilled applications for employment during September compared with 285,200 in August. The figures for unfilled offers of employment are also encouraging. At the end of September these stood at 36,000, compared with 29,000 at the end of August.

In the September business opinion poll, approximately half of the industrialists queried stated that they intended to increase prices this year. However, INSEE estimates that the overall rise in manufacturers' prices for the year will be on the order of 3.4%. Of this amount, increases during July and August will account for 1.6%, and 1.3% is expected to occur in the last quarter.

The recently-released official French Government forecast for 1969 shows expectations of balanced and vigorous growth across the board in all major demand categories. At the same time, the French Government has decided to revise its statistical computations and to employ 1962 as the new basic reference year instead of 1959. Thus, the gross domestic product (GDP) growth rate for 1968 has been revised to 4% from 3.5% and the 1969 forecast calls for a growth in GDP next year of 7.6% in real terms versus 7.1% using the old base.

The various components of GDP for 1969 are expected to register comparable increases. Using the new reference system, consumption expenditures are expected to increase by 7%, with a spurt in demand by households leading the way. Total investments will increase 7.8% over 1968, whereas inventories will soar 47.2%.

The foreign trade situation is expected to result in a net trade deficit in 1969 even larger than that expected for 1968. The total trade deficit may reach $1.4 billion compared to $1 billion in 1968. On the basis of the published projections, imports from all sources will rise by 12.7%, while exports will be up by 10.7% over 1968.

Pakistan forms committee to study farm mechanization

The Pakistan Government has formed a high-level farm mechanization committee to assess the present state of farm mechanization in West Pakistan and to recommend a phased program for further mechanization. The committee is headed by S. A. M. Khan, Secretary, Ministry of Agriculture and Works.

The committee's final report should be completed about June 1969. Among other things, it will include recommendations on standardization and servicing of agricultural machinery and advice on the extent to which local production should replace imports.

The committee's terms of reference and the names of all committee members are contained in a recent official notification of the Ministry. American farm machinery suppliers interested in receiving a copy of the notification should **write:** the Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230 (Area Code 202) 967-4466.

Rotterdam's port facilities to expand

Area reclaimed from North Sea will take 200,000-ton vessels

A long-range program for developing new industrial sites and additional port facilities in the Rotterdam area is under way. Projects due for completion by 1980, as listed in the latest issue of *Netherlands-North American Trade*, include:

(1) An area of 7,500 acres on the Maasvlakte, at the mouth of the Rhine-Meuse delta, where land is now being claimed from the North Sea will be accessible to ships of 200,000 tons or more;

(2) An area of 625 acres on the north bank of the New Waterway, which connects the port of Rotterdam with the North Sea. A special port facility to be called Rijnpoort (Rhineport) will be built here to specialize in container and roll-on, roll-off ships and passenger vessels;

(3) A 5,000 acre tract on the north bank of the Scheldt near Vlissingen (Flushing), which will be able to dock ships of up to 65,000 tons, and

(4) About 2,500 acres near Terneuzen on the south bank of the Scheldt about 30 miles west of Antwerp, which will be accessible to ships of 50,000 tons or more.

Other sites are planned for this period near Dordrecht, Moerdijk, Fijnaart, Bergen-op-Zoom and Middleburg. Between 1980 and 2000, these sites will be further extended. The development area, extending from Rotterdam south to the mouth of the Scheldt, is known as the Golden Delta. Current plans call for making available a total of 17,000 acres for industrial development there by 1980, and another 57,000 acres by the end of the century.

Sierra Leone lists imports subject to specific license

Sierra Leone's Ministry of Trade and Industry has announced the 1969 schedule of commodities which require specific licensing by the Import Control Office to be imported into Sierra Leone. All goods other than those included on that schedule may be imported into Sierra Leone from the United States and most other countries under Open General License.

The list of commodities requiring specific licensing is available from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank loans to aid Brazil road, power projects

Three World Bank loans to Brazil totaling the equivalent of $74.9 million were signed in Rio de Janeiro recently by the President of Brazil, Marshal Arturo da Costa e Silva, and Robert S. McNamara, President of the World Bank.

The loans will help to finance the construction or improvement of seven highways totaling 268 miles in four States, and two hydroelectric power projects which will add 760 megawatts of generating capacity to the system serving the heavily industrialized and populated south-central part of the country.

The $26 million highway loan was made to the Government of Brazil. A loan of $26.6 million was made to Centrais Eletricas de Minas Gerais, S.A. (CEMIG) for the 400 megawatt Volta Grande power project, and a loan of $22.3 million was made to Central Eletrica de Furnas, S.A. (FURNAS) for the 360 megawatt Porto Colombia power project.

The loans will be used to help pay the foreign exchange costs of the projects. All imported goods and services paid for with World Bank funds must be procured through international competitive bidding.

IFC backs 700-bed hotel to aid Jamaican tourism

The International Finance Corporation has announced that IFC and a group of private financial institutions are joining in establishing a new $8.5 million, 700-bed, convention and tourist hotel in Kingston, with the aim of keeping Jamaica's tourism earnings growing.

Kingston's new hotel will be larger than any presently existing on the island, and will provide facilities now lacking in Jamaica for conventions. Construction will begin early next year, and the hotel is expected to commence operations in the first half of 1971.

IFC is supplying nearly a third of the financing, in the form of both equity and loan capital. IFC is the World Bank affiliate which invests in private enterprises in its member countries.

Several financial institutions are participating in IFC's commitment. They include Barclays Overseas Development Corp. (BODC) of London, which is also making its own equity investment; The Citizens and Southern National Bank in Atlanta, Georgia, through a subsidiary, Citizens and Southern International Corp.; Banca Nazionale del Lavoro of Rome; and The Royal Bank of Canada International Limited, Nassau.

Greek business loan interest rates tied to export record

Commercial bank regulations also simplified; credit procedures eased

A new Greek credit policy came into effect on Oct. 1, which is expected to have important repercussions. One immediate result will be that any industry which exports as little as 5% of its production will have the rate at which it can borrow money drastically reduced.

Bank earnings from certain types of loans may drop somewhat as a result of this measure, but eventually their losses are expected to be covered by larger profits from an increased annual volume of business and accelerated annual rate of turnover.

The new policy provides for:

A simplification of procedures on bank credit and a reduction of commercial bank regulations and controls.

Interest rate reorganization

It also provides for a reorganization of interest rates. Previously there were some 30 different rates of interest applicable to various forms of bank credit. The new regulations establish the five basic maximum annual interest rates on bank financing: General interest rate, 8% plus 1% commission—Interest on long-term loans, 7½% plus 1% commission—On loans to the export trade, mining, and handicraft enterprises, 6% plus 0.5% commission—On loans for imports and domestic trade, 10% plus 1% commission—and Loans for financing of public enterprises and organizations, 7% interest rate without commission.

The arrear interest rate is fixed at 2% higher than the prevailing rate for each category, with a minimum of 8%, and without commission.

Finally, the new policy calls for a reorganization of the system of concessional interest rates to export industries. Heretofore, only firms exporting a minimum of 20% of their sales were entitled to a preferential interest rate of 4½% on bank financing. Under the new regulations interest rates will be scaled according to each firm's export percentage on total sales during the previous calendar year, as follows: (1) 5.5% per annum if exports will cover 5% of their total sales; (2) 4½% per annum if exports correspond to 10% of total sales; (3) 3.5% per annum if exports cover 15% of total sales; and (4) 3% per annum if exports correspond to 20% of total sales. The difference between normal and concessional rates will be covered, as in the past, from an interest equalization fund with contributions from the commercial banks.

Commercial banks in Greece (including branches of foreign banks) are obliged to invest 27% of their total sight and savings deposits in State treasury bills and bond loans. This percentage is reduced to 18% if a bank's total sight and savings deposits do not exceed 1.5 billion drachmas. In addition, commercial banks are obliged to utilize their deposits as follows: 15% for industrial loans (this percentage is reduced to 5% if a bank's deposits do not exceed 1.5 billion drachmas); and 6% of the increase of deposits since January 1, 1966 for handicraft loans (this percentage is reduced to 4% if total deposits are lower than 1.5 billion drachmas).

U.K. reminds traders of ban on oil shipments to Rhodesia

At the request of the British Government, the following excerpts from a letter drafted by the British Ambassador to the United Nations are reprinted here to remind American businessmen of current restrictions on shipments of petroleum products to Southern Rhodesia.

"I have the honor to draw attention to Security Council resolution 221 of Apr. 9, 1966, which called upon the United Kingdom Government to prevent, by the use of force if necessary, the arrival at Beira (Mozambique) of vessels reasonably believed to be carrying oil destined for (Southern) Rhodesia.

"In the absence of any advance notification (to British ships on the Beira patrol) of a proposed call at Beira by an oil tanker, a check on the destination of the oil carried by the tanker can only be made by requiring it to stop pending investigation. In circumstances where an oil tanker refuses to comply with a request to delay entry into Beira, the instructions given to Her Majesty's ships, by the terms of operative Paragraph Five of Security Council Resolution 221, authorize them to use force if necessary to prevent entry of the vessel.

"Having regard to the risk that an innocent vessel might place itself in jeopardy through failure to comply with a request to stop, the United Kingdom considers it timely to remind all (UN) member states of the provisions of Security Council resolution 221."

France to amend profit-sharing law

Several changes likely to affect U.S. firms with operations there

The new French budget bill for 1969 includes a series of amendments to ordinance 67-698 of Aug. 17, 1967, which instituted the mandatory profit-sharing system in France (INTERNATIONAL COMMERCE Sept. 18, 1967). Several changes brought about by the bill are likely to be of interest to U.S. companies operating in France.

The law permits firms to constitute a special provision for investment equal to the amounts set aside each year in the workers' profit-sharing reserve. This provision is also deductible from taxable profits, and is the feature of the system by which the actual financial burden of the system is transferred from the enterprise to the state.

The new amendment limits the amount which can be set aside in a given year to an amount equal to that actually established that year in the workers' reserve. This is to take account of the case (in practice, probably rare) in which the amount available for distribution to the workers actually exceeds the amount to which workers are entitled according to the law.

While the excess is to be carried over for attribution in succeeding years, only an investment provision equal to the sum attributed will be eligible for tax deduction in the year in question.

Another change in this aspect of the law concerns qualifying investments. Previously, the law required that the sums set aside in the investment provision be spent during the succeeding 12 months on purchases of depreciable assets. This limitation is removed by the new amendment, which will permit use of the funds thus set aside for any investment purpose (trade credit, purchases of securities, or other uses).

The law permits corporate groups (parent firms and separate subsidiaries) to conclude a single profit-sharing agreement covering all companies in the group. Each enterprise within the group could contribute its share into the single workers' participation reserve of the group as a whole. However, only those elements which made such a contribution were permitted to establish a special provision for investment.

In order to give management of such groups greater investment flexibility, the new amendment will permit attribution of the deductible investment provision among many or all elements in the group, including those in deficit for a given year. Thus, even if one company within a group did not make sufficient profits in a year to be able to constitute a workers' reserve (that is, contribute to the group's reserve), it may still receive the right from the parent management to make investments which qualify for deduction. The purpose of the amendment is to induce participation by all elements in a group's single reserve program.

The mandatory profit-sharing system entered into force on Jan. 1. Companies which have not concluded an agreement with their employees by December 31 have one year of grace in which to complete a voluntary accord. If no agreement has been reached by Dec. 31, 1969, a system will be imposed on them by law. Certain penalties (mainly in the form of fewer advantages to both workers and the company) are provided in such cases. Thus, the practical deadline is actually the end of 1969.

To facilitate application of the law, the Government has established a special "Participation Service" earlier under the Ministry of Social Affairs. This service recently opened a special office, located at 99 Boulevard Malesherbes, Paris 8. Its purpose is to answer all questions raised by the law and provide appropriate assistance to interested parties in working out the required agreements.

Spain lifts wage freeze, increases minimum earnings

Spain's wage freeze, instituted in Nov. 1967 as part of the nation's austerity program (INTERNATIONAL COMMERCE, Dec. 25, 1967) following the devaluation of the peseta, was lifted on Oct. 1. All other economic measures, however, remain in effect until further notice.

The Government also announced that on Jan. 1, 1969, the minimum daily wage will be increased by 8% to 102 pesetas ($1.46). At present only a small percentage of Spanish workers earn as little as the minimum wage. However, since social security contributions are based on the official minimum wage rate, this will result in higher social security payments by employers.

Wages negotiated in 1969 under collective labor agreements can be increased a maximum of 5.9% from their present levels. This amount is based on projected increases in productivity and prices of 3.9% and 2% respectively.

$75 million IMF credit to finance Pakistan imports

Will buy raw materials, spare parts for use by industries

The International Monetary Fund has approved a stand-by arrangement for the Government of Pakistan authorizing drawings up to the equivalent of $75 million to pay for imports over the next twelve months.

Policies aimed at combatting inflation and improving the nation's supply position resulted in substantial domestic monetary stability in the first half of 1968. The outlook is for continued gains in agricultural production and a sustained high rate of growth in the economy as a whole.

Shortage of raw materials

Despite some recent improvement, the nation's payments position remains relatively difficult and Pakistan has suffered from a shortage of imported raw materials and spare parts for the industrial sector. The national authorities intend to maintain a volume of imports conducive to a fuller use of industrial capacity, and the present stand-by arrangement will assist these efforts with a secondary line of reserves available in the event of temporary payments difficulties.

In the recent past, Pakistan has achieved an impressive growth in its gross national product (GNP) and in export performance. Credit and exchange policies have also been strengthened considerably. During the Second Five-Year Plan (1960-65) the GNP grew at an average annual rate of 5.5% while exports rose at a faster pace.

Subsequently, there were several adverse developments, including two years of poor weather conditions and a decline in development assistance. To preserve the growth targets of the Third Five-Year Plan (1965-70), Pakistan's authorities directed investment priorities toward projects capable of achieving quick returns.

This change in emphasis contributed to a 5% growth rate during 1965/66 and 1966/67, and to an increase in exports at an average annual rate of 10%. A record 16% rise in agricultural output during 1967/68 was reflected in a growth rate during the year of over 8%.

U.S. licensees sought to produce goods of five foreign companies

Products include a vacuum cleaner head, phonograph turntable, thermo-hydraulic motor, prefabrication system for building

Manufacturers in Australia, Finland, France and Italy are seeking U.S. licensees to produce and distribute their products in the United States.

The products include plastic-impregnated wood, phonograph turntable, adjustable vacuum cleaner head, thermo-hydraulic motor, and a prefabrication system for building.

For additional information concerning these products and the names and addresses of the manufacturers **write:** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned to each opportunity listed below.

• A Finnish petroleum refinery and chemical company is offering to a U.S. licensee its methods for impregnating wood with a plastic fluid, the basic component of which is styrene.

The company claims the method is efficient, and the equipment required for the polymerization process is simple. The costs for this improvement in the dimensional stability and hardness of the wood, according to the company, is about a sixth of the cost of polymerization by radiation.

Most carpenters' glues can be used with the treated wood, which can be sawed, planed or bored, and it takes lacquers effectively.

The flooring of the Helsinki International Airport now under construction will be of this type of plastic-impregnated wood. **File 1674.**

• Two Australians are seeking a U.S. licensee to produce their vacuum cleaner head which by hinges and spring arrangement can be reduced in size for cleaning between chair legs and other confined areas.

The unit is fully extended for vacuuming large areas; by toe action the operator can change the spread so that the head is angulated or becomes box shaped, if necessary, which reduces the head to approximately one-third of its extended size. **File 1675.**

• An Australian manufacturer is interested in arranging a licensee agreement for the production in the U.S. of its transcription turntable.

The turntable, made of non-ferrous metal, has pure belt drive with a unique speed change mechanism for which patent has been applied for. The diameter of the platter is 12″; the height above the motor base is 2″; and the dimensions of the unit are 12½″ by 13¼″.

Operation is simple: a press button on-off switch and a knob for changing the speeds. A synchronous type 12 pole motor is employed which will remain at a constant speed regardless of large variations or fluctuations in the supply voltage. Wow and flutter are cut to less than 0.04%. **File 1676.**

• An Italian manufacturer is offering its building prefabrication system to a U.S. licensee.

The basic materials of the system consist of horizontal and vertical panels and fittings, prefabricated in reinforced concrete, and provided with elements to allow a speedy, safe build-up, and solid joining. An exact calculation of the buildings is possible.

The vertical panels are internal, longitudinal and transversal. Generally the transversal panels are load bearing. The facades can then be free of static binding and may be shaped according to the designer's plans.

According to the manufacturer, the system allows for a large range of architectural shapes. It is characterized by particular speed in execution, permitting smaller investment of capital and shorter commitments. **File 1677.**

• A French inventor is offering to a U.S. licensee his thermo-hydraulic motor, with oscillating pistons, designed chiefly for ships or heavy vehicles.

The principle of this motor is the use of energy produced by the combustion of a fuel to drive a transmission shaft without using the moving parts of a classic motor, such as, crankshaft, connecting rods, clutch, gear box, or reverse mechanism.

This thermo-hydraulic motor consists of a crankcase in which two plates oscillating around a central axis play the role of pistons. Their upper surface is in contact with the combustion chambers and their lower surface with a hydraulic liquid. The oscillations of the pistons, caused by gas combustion, force the liquid into the hydraulic motor located under the crank case and drive it into rotation.

Reversing the direction of rotation of the hydraulic motor is accomplished by means of a manual control which changes the position of the two valves on the hydraulic circuit. The clutch and change of speed are achieved by a by-pass which partially or totally changes the course of the liquid feeding the hydraulic motor. **File 1678.**

Expansion venture proposed by Brazilian exporter

A Brazilian firm presently operating. with purchased shrimp, a freezing and packaging facility wishes to establish its own fishing fleet through joint venture participation.

The firm owns its premises consisting of 16,000 square feet of covered area. It has a freezing tunnel with a capacity of 8 to 10 tons a day and cold storage facilities for 50 to 60 tons of frozen seafood. Present production is from 1½ to 3 tons per day, with a processing capacity of 5 to 8 tons per day. The firm exports shrimp to Europe and Japan.

Write: Mr. Charles Loewenberg, Superintendent, Crustamar S.A. Exportadora Industrial de Camaroes, Rua Frei Gaspar 2056, Sao Vincente, State of Sao Paulo, Brazil. WTD.

Aluminum plant proposed; U.S. assistance requested

A private Pakistani organization engaged in promoting investments is seeking U.S. collaboration to conduct a joint feasibility study for an aluminum fabricating unit in West Pakistan.

If the study finds that the project would be economically feasible, the Pakistani company may seek U.S. participation in establishing the aluminum fabricating unit on a joint venture basis.

Write: Industrial Promotion Services of Pakistan Limited, 62-63 Motijheel Commercial Area. Dacca 2, East Pakistan. WTD.

Several offers made by Dutch producers await U.S. firms

Business arrangements with U.S. firms are sought by three Dutch concerns to manufacture communication equipment, special machinery and electric household appliances.

● Licenses to **manufacture communication equipment** for business use such as intercom and paging systems, telephone answering machines and public address systems are sought by a leading Dutch producer of internal communication equipment.

The firm currently produces dictating machines, telephone answering apparatus and related equipment. It distributes its products throughout the world, and has around 100 employees.

The Dutch company would also be interested in negotiating agency agreements with U.S. manufacturers.

Write: Mr. J. Claassen, General Manager, Rotterdamse Telecommunicatiemaatschappij, N.V., 17-19 Delftsestraat, or P.O. Box 1177, Rotterdam 4, Netherlands. WTD.

● Licenses to produce **machinery** for use on the decks of ships, transmission equipment and special machinery for dairies and freezer plants are sought by a Dutch firm.

The company would also be interested in obtaining agency agreements from U.S. manufacturers of these products.

Write: Mr. J. H. Scheltema de Heere, N. V. Bureau Inspector, 75 Coornhertstraat, or P.O. Box 228, Vlaardingen, Netherlands. WTD.

● A license to manufacture and distribute **electric household appliances** throughout the Common Market countries is sought by a Dutch producer and distributor of these products.

Write: Mr. A. Ooms, Mgr., B. Minkema & Zonen N.V., 187 Lekdijk, Nieuwpoort, Netherlands. WTD.

German chemical producer wants to broaden line

Licenses to manufacture organic chemical intermediates such as chlorpyridine and naphtalic acid anhydrite for use by the pharmaceutical, paint, plastic and agricultural pesticide industries are sought by a German chemical company. Currently, the firm produces coal tar and distillation products, wood preserving agents and cyclic organic intermediates. It employs about 400 and is affiliated with a major German chemical organization.

Write: Chemische Fabrik Weyl Aktiengesellschaft, Sandhofer Strasse 96, Mannheim-Waldhof, West Germany. WTD.

Two banks, brokerage firm open branches in Germany

Two American banks and one brokerage firm have opened or will open branch offices in Frankfurt/Main, thereby increasing the U.S. representation in the German financial community to sixteen.

● The **Continental Illinois National Bank and Trust Co., of Chicago** opened a branch on Oct. 15. The primary purpose of the new branch is to provide services for their U.S. customers and to participate in the foreign exchange market.

Continental Illinois decided to locate an office in Frankfurt/Main after a two-year survey of money markets in Europe. It has long-standing connections with large German corporations and may eventually prove active in encouraging German investments in the U.S.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

● **Manufacturers Hanover Trust Company of New York,** has applied to the German authorities for permission to open a branch in Frankfurt/Main providing full banking services, to replace the agency established several years ago. The bank will service American companies and individuals independent of other American and German banks established here. Manufacturers Hanover Trust now has representatives in five other Western European countries.

● **Hayden Stone International Inc., of New York,** opened a branch in Frankfurt on July 12. This investment brokerage firm works closely with the Neckermann Fund, a mutual fund subsidiary of the German mail order firm of Neckermann Versand K.G. a.A., Frankfurt/Main.

Spanish firm seeks license to produce cutting oils

A well known Madrid manufacturer and distributor of various grades of oils, greases and additives seeks licenses to produce soluble and nonsoluble cutting oils. Although the firm does not know the market potential in Spain for cutting oils, it estimates current annual demand at about 25,000 tons.

Presently, the Spanish company imports additives and lubricants from several U.S. concerns.

Write: Soprograsa, S.A., Monte Esquinza 35, Madrid-4, Spain. WTD.

Italian textile producer seeks licensing agreement

An Italian producer of textile equipment seeks licenses to manufacture plastics working machinery. The firm is interested in making extrusion machines and equipment for the manufacture of food containers.

Write: G. Albani, Meccanica Tessile, Via Cicerone, 2, 21052 Busto Arsizio (Varese), Italy.

Chilean firm proposes polyethylene venture

A joint venture to manufacture polyethylene film is sought by a Chilean producer of such plastic products as games, toys and pens. The firm employs about 100 and operates a modern plant located in an industrial area of Santiago.

Write: Mr. Carlos J. Braun L., Mgr., Plasticos Wenco S.A., calle Celia Solar #215, Casilla (P.O.B.) 1564, Santiago, Chile. WTD.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

SPAIN—Canned meats. Arlegui, S.L. (importer, distributor), General Pardinas, 32, Madrid (1). WTD 9/68.

SWEDEN—Meat, all kinds. Genco AB (agent, importer), Lilla Nygatan 2, S-411 09 Goteborg. WTD 10/68.

SWITZERLAND—Horse meat in quarters; fresh chilled, frozen. Chevalines S.A. (importer, manufacturer), 12 Rue du Montbrillant, 1211 Geneva 2. WTD 9/68.

203 Canning, preserving foods

AFGHANISTAN — Mayonnaise. Requests prices c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler, retailer), Zarghoona Maidan, Kabul, Afghanistan. WTD 10/68.

FRANCE—Canned grape fruit juice; canned peaches, pears, apricots. Direct purchase and agency. Joseph Sfez (importer, agent, retailer, wholesaler), 279 Avenue du Prado, 13 Marseille, 8eme. WTD 10/68.

SPAIN—All classes of canned food products. Arlegui, S.L. (importer, distributor), General Pardinas, 32, Madrid (1). WTD 9/68.

THAILAND—Fruit juices in cans or bottles, all kinds including tomato; complete range of consumer sizes for lines not yet represented in Thailand. C&F Bangkok prices, catalogs or brochures requested. Asian Food Industries (Thailand) Ltd. (importer, distributor), P.O. Box 579, Bangkok. WTD 10/68. Attn: Mr. Robin A. H. McMillan, Wholesale, Manager.

204 Grain mill products

AFGHANISTAN—Corn flakes, wheat flour. Requests prices c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler, retailer), Zarghoona Maidan, Kabul, Afghanistan. WTD 10/68.

207 Confectionery

AFGHANISTAN—Chewing gums; chocolate bars, all types. Prices requested c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 10/68.

208 Beverage industries

NORWAY—Cocktail mixes and flavoring syrups, non-alcoholic, bottled for retail sale; alcohol to be added by purchaser. Jensen & Co. & P. M. Jensen A/S (wholesaler, importer), Torggaten 5, Oslo 1. WTD 4/68.

SPAIN—Liquors. Arlegui, S.L. (importer, distributor), General Pardinas, 32, Madrid (1). WTD 9/68.

209 Food preparations

AFGHANISTAN—Honey. Requests prices c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 10/68.

GERMANY—Health, dietetic foodstuffs. Hydiko Handelsgesellschaft mbH (distributor), 78 Freiburg i.B., Carl-Kistner-Strasse 58. WTD 9/68.

MALAWI—Yeast, prepared in one half, one fourth packs. Quotes in £ sterling c.i.f. Beira requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

211 Cigarettes

AFGHANISTAN—Cigarettes. Requests price quotations c.i.f. Karachi, insurance up to Kabul. H. Ata Mohammed Sulaiman Khail (importer, wholesaler, retailer), Room No. 25, Serai Kumi, Kabul. WTD 2/68.

Cigarettes with and without filters. Mohammed Siddique S/O Haji Taj Gul (importer, wholesaler), Bazaar Seraji, Kabul. WTD 1/68.

Cigarettes. Requests prices c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 10/68.

212 Cigars

AFGHANISTAN—Cigars. Requests prices c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 10/68.

213 Tobacco, snuff

AFGHANISTAN—Pipe tobacco. Requests prices c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler), Zarghoona Maidan, Kabul. WTD 10/68.

221 Broad woven fabric mills, cotton

MALAWI—Mosquito netting: white, colors; nylon, cotton. Quote c.i.f. Beira £ sterling. Gordhandas Jevant (importer, wholesaler), P.O. Box 157, Haile Selassie Rd., Blantyre. WTD 10/68.

227 Floor covering mills, products

GERMANY—Tufted carpets, needle punched carpets. G. Mueller GmbH (wholesaler), 6 Frankfurt/Main, Landgrafenstr. 10-14. WTD 10/68.

228 Yarn, thread mills, products

AUSTRALIA—Cotton thread wound with gold, used for decorative bindings on tennis rackets. Requests samples, specifications, prices, delivery, minimum order. Beutron Plastics Australia Ltd. (manufacturer), Gibbes & Short Sts., Willoughby, N.S.W. 2068. WTD in preparation.

249 Wood products

JAMAICA—Picture frames, picture frame mouldings, related accessories. Direct purchase and agency. Bolivar Bookshop (importer, retailer), 1 Grove Rd., Box 413, Kingston 10. WTD 9/68.

MALAWI—Handles, wood, turned and shaped for axes, hammers, picks. Quote in £ sterling, illustrations requested. Gateway Distributors Ltd. (Hardware Store) (retailer), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

251 Household furniture

FRANCE—Wood furniture, household, clubroom, juvenile; preferably novelty, small pieces of furniture including bedroom furnishings. Direct purchase and agency. Usines Monties (manufacturer), 82- Beaumont-de-Lomagne, Tarn-et-Garonne. WTD 10/68.

253 Public building furniture

● **BELGIUM**—Supply of bleachers for a gymnasium. Bid deadline Nov. 18. Purchasing and Contracting Officer Supply Branch, Headquarters Command, SHAPE, Belgium.

262 Paper mills, products

AFGHANISTAN—Paper napkins. Requests prices c.i.f. Karachi, insurance up to Kabul. Abdul Ghafoor Trader (importer, wholesaler, retailer), Zarghoona Maidan, Kabul. WTD 10/68.

264 Converted paper, paperboard products

AFGHANISTAN—Paper for printing; envelops for all uses. Requests samples, price list based on c.i.f. Karachi, insurance up to Kabul. Shirkat-i-Shuua (importer, exporter, wholesaler, agent), Jade Andarabi, Kabul. WTD 4/68.

281 Industrial chemicals

AFGHANISTAN—Dyes, synthetic organic. Requests prices c.i.f. Karachi, insurance up to Kabul. H. Ata Mohammed Sulaiman Khail (importer, wholesaler, retailer), Room No. 25, Serai Kumi, Kabul. WTD 2/68.

● **BURMA**—Borax for brazing, 10 cwt.; indane smoke generators, 300 units; potassium ferrocyanide (potash prussiate of yellow), for heat treatment, ¾ cwt.; rosin (medium grade), 3 cwt.; barium chloride, 10 cwt.; soda bichromate 40 cwt.; soda ash (sodium carbonate Na_2CO_3), 60 cwt.; sodium silicate (Na_2SiO_3), 80 cwt.; caustic soda, dry (solid 99% purity), 260 cwt.; ammonium chloride (salammoniac), 11 cwt.; shellac, 1 cwt., calcium carbide, granulated 14-ND, 40 cwt, in 112 lb. tin containers; and hydrochloric acid (muriatic), 450 Imperial gals. Bids should specify f.o.b. and C&F net Rangoon, unit prices separately for each item.

Tender No. MEIC/B. RLYS/IB(T)7(ML-MC) 68-69. Bid deadline Nov. 18. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ Telephone: (202-967-3468), BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.

● **CEYLON**—The following items are up for bids: synthetic resin finishing agent which is compatible with starch in the finishing of cotton textiles, 1,000 Kgs.; thin boiling maize starch suitable for sizing cotton warp 10s-60s Tex., 100,000 Kgs.; mutton tallow, 10,000 Kgs.; white maize dextrine, 3,000 Kgs.; antiseptic in the form of powder or paste to be used in sizing cotton yarn and in finishing process, 750 Kgs.; and commercial glycerine in four gallon containers, 80 gals.

Tender No. Com/Ten. 55. Bid deadline: Dec. 12. Department of Rural Development and Small Industries, Colombo.

Copies of the tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3464).

NETHERLANDS—Chemicals, raw materials, organic, inorganic. Direct purchase and agency. Chemeta N.V. (importer, exporter, agent, wholesaler), P.O. Box 211, Rotterdam. WTD 10/68.

282 Synthetic materials

AFGHANISTAN—Rayon yarn, viscose. Requests c.i.f. Karachi prices. H. Ata Mohammed Sulaiman Khail (importer, wholesaler, retailer), Room No. 25, Serai Kumi, Kabul. WTD 2/68.

BRAZIL—Synthetic resins for filtering. Norte Gas Butano S/A (manufacturer), Rua Major Facundo, 844, Fortaleza, Ceara. WTD in preparation.

Polyester polymer for extrusion of monofilaments. MANAP—Manufatura Nacional de Plasticos S.A. (manufacturer), Av. dos Autonomistas 1117, Caixa Postal 992, Osasco, Sao Paulo. WTD in preparation.

283 Drugs

AFGHANISTAN—Pharmaceuticals. Requests prices c.i.f. Karachi, insurance up to Kabul. Khyber Ltd. (importer, wholesaler, agent), Beginning of Jade Maiwand, next to Pamir Cinema, Kabul. WTD 4/68.

IRAN—Pharmaceutical preparations acting on central nervous system, sense organs, for human use. Iranfar Co. Ltd. (importer), 117-119 Shahreza, Chahar-Rahe College, Tehran. WTD 1/68.

JAPAN—Cytidine diphosphate choline (central nervous system stimulants). Mita Pharmaceutical Co., Ltd. (manufacturer), 885 Inami, Inami-cho, Higashi-Tonami-gun Toyama Prefecture. WTD 7/68.

NETHERLANDS—Pharmaceuticals, raw materials. Direct purchase and agency. Chemeta N.V. (importer, exporter, agent, wholesaler), P.O. Box 211, Rotterdam. WTD 10/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

GERMANY—Cosmetic specialties; toilet, sanitary preparations. Hydiko Handelsgesellschaft mbH (distributor), 78 Freiburg i.B., Carl-Kistner-Strasse 58. WTD 9/68.

MALAWI—Household liquid, powder insecticides, pre-packed for retailing. Quotes in £ sterling, c.i.f. Beira, catalogs requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

285 Paints, varnishes, lacquers, enamels

MALAWI—Spray paints, hand use, in aerosol containers. Quote in £ sterling, illustrated brochure requested. Gateway Distributors Ltd., (Hardware Store) (retailer), P.O. Box 559, Haile Selassie Rd., Blantyre. WTD 10/68.

287 Agricultural chemicals

SWITZERLAND—Weed killers, insecticides, fungicides; insect and fungus control chemicals and compounds for turf treatment, also combined with fertilizers. Agency and direct purchase. Eric Schweizer Seeds Ltd. (importer, distributor), P.O. Box 360, 3601 Thun. WTD 7/68.

301 Tires, tubes

AFGHANISTAN—Pneumatic rubber tires for cars, trucks. Requests catalogs with c.i.f. Karachi prices. H. Ata Mohammed Sulaiman Khail (importer, wholesaler, retailer), Room No. 25, Serai Kumi, Kabul. WTD 2/68.

307 Plastics products

NETHERLANDS—Nylon pipe hangers used in pipeline construction. P. J. B. Kleiss (agent, distributor, importer), 675 Burg. van Haarenlaan, Schiedam. WTD 9/68.

331 Steel mill products

● **BURMA**—Steel bars, 208 tons, to I.R.S. specifications M-5 in 26 sizes ranging from 1/16″ to 1¼″ thickness and from 1″ to 3¼″ width. Tender # MEIC/B.RLYS/15(T)18-(MC)68-69; bid deadline Nov. 18.

● Tungsten carbide tips, 630, for finishing and roughing of cast iron and non-ferrous metal, in 10 grades. Tender # MEIC/B.-RLYS/13(T)48(ML)68-69; bid deadline Nov. 18.

● Steel angles, 225 tons, to I.R.S. specification M-5. Tender # MEIC/B.RLYS/15(T)-22(MC)68-69; bid deadline Nov. 28.

Above tenders available from: Government of the Union of Burma, Union of Burma Railway Board, Rangoon.★ (Telephone: 202-967-2364).

● **CEYLON**—Galvanized iron water tubes, 112,600 linear feet, welded, screwed and coupled in 15 ft. to 20 ft. lengths, to conform to B.S.S. 1387(1957), in seven diameter sizes ranging from ½″ to 3″ inside diameter. Tender for the supply of galvanized iron water tubes; bid deadline Dec. 10. Chairman, Tender Board, Department of Government Stores, P.O. Box 418, Colombo.★ (Telephone: 202-967-2364).

● **GREECE**—Galvanized oceanographic wire rope, 20,000 ft., 4 mm diameter, 2,400 lbs. breaking strength, 48 lbs. per 1,000 ft., sup-

plied in 7 by 7 construction. Tender # 51484/68; bid deadline Nov. 9. Ministry of National Defense, General Hellenic Naval Staff, 2 Paparigopoulou St., Athens.★ (Telephone: 202-967-2364).

JAMAICA—One thousand tons steel annually, divided among following categories: cold reduced grades 1, 2, and 4 vitreous enamelling steel; cold reduced grade 4 general purpose steel. Qualities to be purchased in gauges 18, 20, 22, 24, 26. Requests prices, cutting costs. Serv-Wel of Jamaica Ltd. (manufacturer), 8-10 Ashenheim Road, Kingston 11. WTD 7/68.

MALAWI—Steel nails. Quotes in £ sterling c.i.f. Beira requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Road, P.O. Box 157, Blantyre. WTD 10/68.

Corrugated and flat iron sheeting for roofs. Quote in £ sterling requested. Gateway Distributors Ltd. (Hardware Store) (retailer), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

MALAYSIA—Tin plate, black plate wastes. Direct purchase and agency. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 3rd Floor, Southern Banking Bldg., 21 Beach St., Penang. WTD 6/68.

NETHERLANDS—Stainless steel sheets. Direct purchase from exporters who have exclusive sales rights for steel mills. Sales area includes Benelux countries. Th. J. van den Anker (importer, distributor), 70 Blomwijckerpad, P.O. Box 9608, Amsterdam. WTD 10/68.

● **PAKISTAN**—Steel pressure pipe, 10″ and 8″ diameter fuel oil mains suitable for 150 lbs. per square inch working pressure. The C.&F. cost of the materials will be financed out of a $17 million IBRD loan (#376-PAK) for the Second Karachi Port Projects Works. Tender for the supply of steel pressure pipes and specials for fuel oil mains; bid deadline Dec. 16. Engineer in Chief, Karachi Port Trust, Karachi. Copy of tender notice available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

332 Iron, steel foundries

NETHERLANDS—Stainless steel coils, tubes, seamless and welded incoloy, hastelloy, similar tubing. Direct purchase from exporters who have exclusive sales rights for steel mills. Sales area includes Benelux countries. Th. J. van den Anker (importer, distributor), 70 Blomwijckerpad, P.O. Box 9608, Amsterdam. WTD 10/68.

342 Cutlery, hand tools, general hardware

AFGHANISTAN—Builders' hardware. Requests catalogs, price lists. Mohammed Siddique S/O Haji Taj Gul (importer, wholesaler), Bazaar Seraji, Kabul. WTD 1/68.

ENGLAND—Builders hardware, cabinet hardware, architectural ironmongery items. Exclusive agency. Victor Walker (Hardware) Ltd. (distributor, importer), Junction Mills, Tong Rd., Leeds 12, Yorkshire. WTD 10/68.

MALAWI—Lower priced knives, forks, spoons, table, kitchen utensils. Illustrated catalogs, quotes in £ sterling, c.i.f. Beira requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

Locks, hand tools for carpenters. Sterling price lists, catalogues requested. Gateway Distributors Ltd. (Hardware Store) (retailer), P.O. Box 559, Haile Selassie Rd., Blantyre. WTD 10/68.

343 Heating apparatus, plumbing fixtures

MALAWI—Simple cooking stoves for indoor/outdoor use, kerosene burning. Catalogs, quotes in £ sterling c.i.f. Beira requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

348 Fabricated wire products

MALAWI—Fencing, chicken, galvanized plain, and barbed wire; 50 lb. rolls, 12½, 13½ gauges. Quote in £ sterling. Gateway Distributors Ltd. (Hardware Store), Haile Selassie Rd., P.O. Box 559, Blantyre.

352 Farm machinery

SWITZERLAND—Lawn care aerating and verticutting equipment, lawn care hand implements or powered by simple exchangeable motors; implements for cutting, loading lawn sods. Direct purchase and agency. Eric Schweizer Seeds Ltd. (importer, distributor), P.O. Box 360, 3601 Thun. WTD 7/68.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

353 Construction, mining, materials handling machinery, equipment

GUATEMALA—Small asphalt plants, including travel-mix type for sale to road-building contractors. Direct purchase and agency. Equipos Mecanicos de Guatemala, S.A. (dealer), Apartado Postal 472, Guatemala City. WTD 9/67.

SPAIN—Public works machinery, equipment. Interested in novelties, equipment not yet represented in Spain. Tiktin (importer, distributor), Alcala 76, Madrid (9). WTD 9/68.

354 Metalworking machinery

BRAZIL—Used dies used in manufacture of semi-deluxe stoves. Esmaltec S.A. (manufacturer), Rua Major Facundo, 844, Fortaleza, Ceara. WTD in preparation.

● **BURMA**—Supply 1,100 high-speed steel twist drills, various sizes and shank tapers, Tender No. MEIC/B.RLYS/13(T)49(ML-MC)68-69, bid deadline Nov. 21. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. Specifications are available from Metalworking Equipment Division, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-2723).

● **CEYLON**—A 48″ vertical boring and turning machine suitable for machining railway tires. Bid deadline Dec. 19. World wide procurement. The Chairman, Railway Head Office Tender Board, General Manager's Office, P.O. Box 355, Colombo 10, Ceylon.

Tender copy, on loan basis only, is available from the Metalworking Equipment Division, BDSA-649, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2723).

GERMANY—Parts, attachments, accessories for electric-powered hand tools; wood working, metal working. Direct purchase and agency. Kraftwerkzeug GmbH (manufacturer, distributor, exporter), 7012 Schmiden ueber Fellbach, Wilhelm Staehle Strasse 11. WTD 9/68.

JAPAN—Iron pipe casting machine for pressure pipe of 150 mm and 200 mm convertible. Kyushu Cast Iron Pipe Co., Ltd. (manufacturer), 395 Kita Myojin-machi, Yamabe, Nohgata City. WTD 9/68.

NETHERLANDS—Pipe cutters; tapering, trimming tools for asbestos cement pipes. P.J.B. Kleiss (agent, distributor, importer), 675 Burg. van Haarenlaan, Schiedam. WTD 9/68.

355 Special industry machinery

GERMANY—Stone working machinery. Direct purchase and agency. Kraftwerkzeug GmbH (manufacturer, distributor, exporter), 7012 Schmiden ueber Fellbach, Wilhelm Staehle Strasse 11. WTD 9/68.

GUATEMALA—Low capacity, flexible operation machinery for production of sandpaper, emery cloth. Equipos Mecanicos de Guatemala, S.A. (dealer), Apartado Postal 472, Guatemala City. WTD 9/67.

HONDURAS—Machine to manufacture paperboard, paper food serving products such as plates, dishes, spoons. Convertidora Nacional de Papel y Carton (Compacasa) (manufacturer), Attn: Hector Handal, Mgr., Barrio Country Club, Comayaguela, D.C. WTD 11/67.

ICELAND—Machinery used in repair, changing of tires. Mr. Sigurdur Gislason (retailer, repair shop), Laugavegur 171, Reykjavik. WTD 10/68.

PAKISTAN—Hydrogenation plant of 10 to 15 ton capacity per day of 25 hrs. for producing hydrogenated soyabean and cottonseed oils (vegetable oil ghee). Pakistan Oil Mills Ltd. (manufacturer), Attn: Haji Mohammed Ishaq Ibrahim, Managing Director, Masan Rd., Hyderabad. WTD 4/68.

Machinery to produce formica laminated plastic sheets. Minimum plant output desired of 1,000 sheets of 3½ x 8½ ft. per 8-hr. shift. East West Associated Agencies (importer), Attn: Mr. S. Abdullah Durrani, Managing Partner, 23 D. C. Shopping Center, Thandi Sarak, Hyderabad. WTD 6/68.

SWEDEN—Machinery, equipment for paper, paper product industries; textile machinery; foundry machinery. Agency and direct purchase. Muntzing & Co. AB (agent, distributor), Ivar, Tegnersgatan 16, S-412 52 Goteborg. WTD 10/68.

356 General industrial machinery

BRAZIL—Continuous enamelling oven. Esmaltec S/A (manufacturer), Rua Major Facundo, 844, Fortaleza, Ceara. WTD in preparation.

ENGLAND—Industrial air tools. Agency and direct purchase. Airtools and Compressors Ltd.

(sales agent), Air Equipment House, 89/91 Nottingham Rd., Loughborough, Leicestershire. WTD 10/68.

GERMANY—Hydraulic fluid power pumps. G. D. Bracker Soehne (manufacturer, representative), 6450 Hanau, Postfach 145. WTD 10/68.

● **NEW ZEALAND**—Tunnel type heating furnace operating at 1830°F max. and capable of handling 10' wide by 6' long plate. Tender No. S68/820, bid deadline Nov. 20. New Zealand Government Railways, Controller of Stores' Office, Private Bag, Wellington. Tender documents are available from the U.S. Department of Commerce, BDSA 649, Washington, D.C. 20230.★ (Telephone: 202-967-2723).

357 Office, computing, accounting machines

AFGHANISTAN—Typewriters; calculating machines. Shirkat-i-Shuua (importer, exporter, wholesaler, agent), Jade Andarabi, Kabul. WTD 4/68.

358 Service industry machines

GERMANY—Domestic window air conditioners. Loewe Pumpenfabrik GmbH (manufacturer, importer, exporter), 3140 Lueneburg, 24, Erbstorfer Landstrasse 24. WTD 9/68.

Industrial dirt sweeping units, small equipment; small road, sidewalk sweeping, cleaning machines. Direct purchase and agency. Fahrzeuge und Geraete Bau- und Vertriebsgesellschaft mbH (manufacturer, sales agent), 7 Stuttgart-Bad Cannstatt, Postfach 1049. WTD 9/68.

NETHERLANDS—Laundry and dry-cleaning machines, equipment. Direct purchase and agency. Chemeta N.V. (importer, exporter, agent, wholesaler), P.O. Box 211, Rotterdam. WTD 10/68.

URUGUAY—Industrial meat cooking plant, complete, including packaging unit for frozen beef processing. Requests replies in Spanish. Frigorifico Nacional (meat packer), Attn.: Mr. Did V. Mantero, Secretary, Presidency, Calle Andes 1470, Montevideo. WTD 2/68.

359 Machinery

GERMANY—Control systems, hydraulic and air. Gulde Regelarmaturen K.G. (manufacturer, exporter), 67 Ludwigshafen, Mannheimer Str. 63. WTD 10/68.

361 Electric transmission, distribution equipment

ITALY—Three digit recording pulse counters, electric resetting, 24-volt. Galeazzi Paolo, S.p.A. (manufacturer, dealer), Via Macedonia 10, 00179 Roma. WTD 3/68.

362 Electrical industrial apparatus

GERMANY—Electronic industrial controls. Gulde Regelarmaturen K.G. (manufacturer, exporter), 67 Ludwigshafen, Mannheimer Str. 63. WTD 10/68.

363 Household appliances

IRELAND—Electrical household appliances, all types. Direct purchase and agency. Cork Radio & Electrical Trading Co. Ltd. (importing distributor), Cretco House, French Church St., Cork. WTD 10/68.

NETHERLANDS—Battery operated vacuum cleaners for interior car cleaning, other small spaces. Sphinx International C.V. (agent), 227 Stadhouderslaan, Slikkerveer, or P.O. Box 5170, Rotterdam. WTD 10/68.

364 Electric lighting, wiring equipment

IRELAND—Electric lighting fixtures, all types. Direct purchase and agency. Cork Radio & Electrical Trading Co. Ltd. (importing distributor), Cretco House, French Church St., Cork. WTD 10/68.

365 Radio, television receiving sets

NETHERLANDS—Long playing, mono, stereo phonograph records: popular, opera, classical, modern and traditional jazz. International Discount Record Center (importer), 81 Catharina van Clevepark, Amstelveen. WTD 10/68.

366 Communication equipment

BRAZIL—Complete line of television broadcasting station equipment. Radio e Televisao Fortaleza S/A (broadcasting station), Rua Major Facundo, 844, Fortaleza, Ceara. WTD in preparation.

● **IRAN**—Supply of 4 and 6-holed insulated joints. Tender No. 960 and 965/47, bid deadline is Dec. 4. Iranian State Railways, Tehran.★ (Telephone: 202-967-4823).

369 Electrical machinery, equipment, supplies

ISRAEL—Plastic (bakellite) caps for the local manufacture of automotive ignition coils. Zimet Electric Products Ltd. (manufacturer), 27 Habakuk St., Bnei-Braq. WTD 9/68.

SPAIN—Radiographic X-ray, fluoroscopic X-ray, therapeutic X-ray, other X-ray apparatus, tubes; all other classes of most modern electromedical apparatus, supplies. Hijos de Domingo Queralto (importer, wholesaler, retailer), Fuencarral 39, Madrid (4). WTD 8/68.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Automobile accessories, all kinds, such as battery operated vacuum cleaners for car interior cleaning. Sphinx International C.V. (agent), 227 Stadhouderslaan, Slikkerveer, or P.O. Box 5170, Rotterdam. WTD 10/68.

372 Aircraft, parts

AUSTRALIA—Light aircraft, twin engine or jet. Direct purchase and agency. Boele van Hensbroek and Partners (importer), 44 Ord St., West Perth, Western Australia. WTD 10/68.

374 Railroad equipment

● **INDIA**—The due date for submitting bids for equipment to handle and lay track panels with concrete ties listed in INTERNATIONAL COMMERCE, Sept. 16, has been extended from Oct. 16 to Nov. 16.

381 Engineering, laboratory, scientific research instruments

● **ARGENTINA**—(350 Argentine pesos = $1) Purchase and installation of necessary equipment for roentgenography services. Tender No. 742, bid deadline Nov. 20. Official budget 323.7 million Argentine pesos. Tender documents available at 10,000 Argentine pesos per set from Ministerio del Interior, Comision Ley 11,333, Jose E. Uriburn 860, Buenos Aires.

AUSTRIA—Laboratory equipment for industrial research, universities. Direct purchase and agency. Rofa, Dipl. Ing. Otto Foit (importer, wholesaler, manufacturers' representative), Reisnerstrasse 41, P.O. Box 46, A-1037 Vienna. WTD 10/68.

● **MOZAMBIQUE**—Supply of three units TVOR (Low Power Terminal Vor) and supply and installation of two units ILS (Instrument Landing System). Bid deadline Nov. 19. Correspondence requested in Portuguese. Total estimated value $252,200 approximately.

Interested firms may consult bid program and specification data at the Administrative Office, Civil Aeronautics Department, Alameda Gago Continho, Lourenco Marques. Bidders must make a qualifying deposit of 180,000 escudos (approx. $6,305) in cash or bank guarantee by Nov. 9. Buyer: Servicos da Aeronautica Civil, Caixa Postal 227, Lourenco Marques.

384 Surgical, medical, dental instruments

AFGHANISTAN—Surgical, medical instruments, apparatus. Requests prices c.i.f. Karachi, insurance up to Kabul. Khyber Ltd. (importer, wholesaler, agent), Beginning of Jade Maiwand, Next to Pamir Cinema, Kabul. WTD 4/68.

BRAZIL—Personal safety appliances, equipment; protective gloves, other equipment. Industria de Luvas Real Ltda (manufacturer), Rua Amaro Cavalheiro, 158 Caixa Postal 11027, Sao Paulo. WTD 10/68.

● **KOREA**—Supply of surgical instruments, appliances and equipment for the Seoul National University Hospital including diagnostic X-ray table; gamma scintillation camera; twin-coil artificial kidney; polycardiograph; twin-beam recorder; anasthesia machine; respirator; the above with all essential parts, accessories, and attachments.

Tender No. SLC-8158-P, bid deadline Nov. 18. Office of Supply, Government of the Republic of Korea, Seoul. Specifications available on loan basis from Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

NEW ZEALAND—Range of pediatric incubators required of portable type, standard type for both ordinary and intensive care use. If used with mains electric power supply this must be 230 v. a.c. 50 cycle. Brochures, c.i.f. prices Auckland, delivery details required. Supply, officer (Ref. S15/2/2), Auckland Hospital Board, P.O. Box 5546, Auckland.

SPAIN—All classes of most up-to-date surgical, medical, dental instruments, supplies. Hijos de Domingo Queralto (importer, wholesaler, retailer), Fuencarral, 39, Madrid (4). WTD 8/68.

SWITZERLAND—Cardiac catheters, heart valves, prosthesis for implantation (artificial vessels), alloplastic material of silicone. Direct purchase and agency. Georg Bucher & Co. (importer, distributor, agent), Stockenstrasse 4, 8802 Kilchberg. WTD 10/68.

386 Photographic equipment

IRAN—X-ray films. Iranfar Co. Ltd. (importer), 117-119 Ave. Shahreza, Chahar-Rahe College, Tehran. WTD 1/68.

● **NEW ZEALAND**—Supply of one cine film processor which will take two 35 mm. films

side by side at once, or else two processors processing individual films. Tender No. S2762. bid deadline Dec. 2. Tender documents available from buyer: Cine Processors, The Supply Office, Auckland Hospital Board, P.O. Box 5546, Auckland 1.

NETHERLANDS—Mini film projectors, short motion pictures such as cartoons, comic strips. Sphinx International C.V. (agent), 227 Stadhouderslaan, Slikkerveer, or P.O. Box 5170, Rotterdam. WTD 10/68.

395 Pens, pencils, office, artists' materials

FRANCE—Electrostatic products for photocopy; technical specialties for drafting and graphic arts, related materials. Direct purchase and agency. Descriptive literature, price lists requested. Universal-Graphic (dealer), 47 Rue de la Concorde; 31- Toulouse, Haute-Garonne. WTD 11/67.

396 Costume jewelry, notions

SWEDEN—Hair curlers, hairpins, other hair care products. Direct purchase and agency. AB Alexander Graf, Schelevagen (agent), S-302 39 Halmstad. WTD 10/68.

399 Manufacturing industries

NETHERLANDS—Merchandising promotion products, gift articles. Sphinx International C.V. (agent), 227 Stadhouderslaan, Slikkerveer, or P.O. Box 5170, Rotterdam. WTD 10/68.

SWEDEN—Hair brushes, other hair care products. Direct purchase and agency. AB Alexander Graf, Schelevagen (agent), S-302 39 Halmstad. WTD 10/68.

593 Second hand stores

AFGHANISTAN—Used clothing. H. Ata Mohammed Sulaiman Khail (importer, wholesaler, retailer), Rm. No. 25, Serai Kumi. WTD 2/68.

Water treatment plant planned for Argentina

The National Waterworks Department, Argentine Government, is inviting bids for the construction of the Rio Mendoza water treatment plant in the city of Mendoza.

The treatment plant will include facilities for chemical feeding, coagulation, sedimentation, rapid sand filtration, pumping and storage of about 53 million gallons per day.

The official budget for this project, which is to be financed by the Inter-American Development Bank, is 707,116,940 Argentine pesos (approx. $2,020,334).

Copies of conditions and technical specifications can be obtained for 12,680 Argentine pesos (approx. $36.00) from Obras Sanitarias de la Nacion, Marcelo T. de Alvear 1840, Buenos Aires, Argentina, by asking for Expediente 7.846-LP-1968. Correspondence is preferred in Spanish.

The bid deadline is 3:30 p.m., Dec. 20.

A set of the conditions and technical specifications may be seen by interested U.S. companies in the office of the Water Resources and Engineering Services Division, Room 4111, U.S. Department of Commerce, Washington, D.C. 20230.★

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

IRELAND—Groceries, general line. P. Barrett & Sons Ltd. (importing distributor), 44-49 New Row, Dublin 8. WTD 9/68.

Groceries, general line. Cerebos (Ireland) Ltd. (importing distributor), Cerebos House, Mornington Park, Artane, Dublin 5. WTD 9/68.

Groceries, general line. Country Products Ltd. (importing distributor), Long Lane, Mountjoy St., Dublin 7. WTD 10/68.

209 Food preparations

FRANCE—Soybean cakes. Agency, distributorship for southwest France, any other mutually profitable business arrangements and/or collaboration. Dubedout (Etablissements Georges) (sales agent, dealer), 30 Allees d'Orleans, 33- Bordeaux, Gironde. WTD 10/68.

PAKISTAN—Soybean, cottonseed oil; animal fats, oils, Shahidi Trading Corp. Ltd. (importer, wholesaler, retailer, agent, manufacturer, exporter), 88 Khatunganj, P.O. Box No. 265, Chittagong. WTD 10/68.

222 Broad woven fabric mills, manmade fiber, silk

ENGLAND—Imitation fur fabrics, particularly mink, other novelty fabrics, for wholesalers, similar fabrics suitable for coat manufacturers. Agency. F. Federer & Co. Ltd. (sales agent), 86 Portland Place, London, W.1. WTD 10/68.

228 Yarn, thread mills, products

FRANCE—Yarns, textured, nylon, polyester; rayon yarns, fine quality finished cotton yarns. Groupement d'Exportateurs en Textiles (manufacturers' representative, sales agent), 64-Coarraze, Basses-Pyrenees. WTD 10/68.

MOROCCO—Yarns, nylon, polyester, rayon, viscose, all sizes, colors, for use in weaving, knitting mills. Exclusive agency. Quotations c.i.f. Casablanca. URECOM—Union de Representation Commerciale (importer, agent), 11, Rue de Caporal Beaux, Casablanca. WTD 10/68.

229 Textile goods

MOROCCO—Yarn, metallic, for use in mechanical embroideries. Exclusive agency. Quotations c.i.f. Casablanca. URECOM—Union de Representation Commerciale (importer, agent), 11, Rue du Caporal Beaux, Casablanca. WTD 10/68.

231 Men's, youths', boys' suits, coats, overcoats

IRELAND—Men's wearing apparel. Callanan & Co. Ltd. (manufacturing distributor), Bridge St., Dublin 8. WTD 9/68.

233 Women's, misses', juniors' outerwear

IRELAND—Women's outerwear. Callanan & Co. Ltd. (manufacturing distributor), Bridge St., Dublin 8. WTD 9/68.

236 Girls', children's, infants' outerwear

IRELAND—Children's outerwear. Callanan & Co. Ltd. (manufacturing distributor), Bridge St., Dublin 8. WTD 9/68.

239 Fabricated textile products

JAMAICA—Chenille bedspreads. H. Wallis Bird Ltd. (importer, commission agent), 16 Duke St., Kingston. WTD 10/67.

MOROCCO—Braids, trimmings, all items regarding general haberdashery. Exclusive agency. Quotations c.i.f. Casablanca. URECOM—Union de Representation Commerciale (importer, agent), 11, Rue du Caporal Beaux, Casablanca. WTD 10/68.

273 Books

NEW ZEALAND—Children's books. Sole agency. E. Allan Brooker Ltd., 135 Great North Rd., Grey Lynn (P.O. Box 6548), Auckland 2. WTD 10/68.

281 Industrial chemicals

GERMANY—Organic chemical intermediates such as chlor-pyridine, naphtalic acid anhydrite, others to be used in pharmaceutical, paint, insecticides, plastics industries. Chemische Fabrik Weyl Aktiengesellschaft (manufacturer, exporter), 68 Mannheim 31, Sandhofer Strasse 96-106. WTD 9/67.

282 Synthetic materials

AUSTRIA—Synthetic organic fibers, first quality, substandards, waste. Friedrich Rybnicek (manufacturers' agent, wholesaler, importer), Swedenplatz 2/28, P.O. Box 260, A-1011 Vienna. WTD 10/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations. Emmo Pty. Ltd. (importer, distributor), 155 Castlereagh St., Sydney, N.S.W. 2000. WTD 4/68.

287 Agricultural chemicals

NETHERLANDS—Plant protection chemicals. Company desires to establish business relations with large manufacturers who have their own fundamental research facilities, and who wish to sell their patented products in Benelux. Exclusive representation. Algra N.V. (importer), 66 Oostersingel, Leeuwarden. Attn: Mr. B. C. Algra Jr. WTD 12/67.

291 Petroleum refining

AFGHANISTAN—Lubricating oils, grease. Herat Cotton Export & Industrial Co. (importer, manufacturer), Serai Badgheesee, Herat. WTD 2/68.

301 Tires, tubes

MALAWI—Lower priced bicycle tires, nylon strengthened, size 28" x 1½". Sole agency. Illustrated catalogs, price lists requested. Quote c.i.f. Beira £ sterling. Gordhandas Je-

vant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

322 Glass, glassware

NEW ZEALAND—Crystal tableware. Sole agency. E. Allan Brooker Ltd., 135 Great North Rd., Grey Lynn (P.O. Box 6548), Auckland 2. WTD 10/68.

323 Glass, products

ETHIOPIA—Tableware, glass, heat treated, goblets, heavy bases, cocktails, pilsners stemwares. Must have competitive prices. C.i.f. Assab prices, catalogs requested. Exclusive agency. Yihia Abdalla Hassan (importer, wholesaler), P.O. Box 354, Addis Ababa. WTD 10/68.

325 Structural clay products

SPAIN—Refractories; clay, insulating and castable; non-clay. Rafractarios Especiales, S.A. (manufacturer, distributor), Cuart de Poblet, Valencia. WTD 9/68.

326 Pottery, related products

ETHIOPIA—Commercial and household tableware, kitchen articles, vitreous china, semivitreous china, earthenware. Must have competitive prices. C.i.f. Assab prices, catalogs requested. Exclusive agency. Yihia Abdalla Hassan (importer, wholesaler), P.O. Box 354, Addis Ababa. WTD 10/68.

342 Cutlery, hand tools, general hardware

MALAWI—Hand carpentry tools for woodwork, metalwork, general maintenance. Sole agency. Catalogs, quotes in £ sterling, c.i.f. Beira requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

MOROCCO—General hardware. Exclusive agency. Quotations c.i.f. Casablanca. URECOM—Union de Representation Commerciale (importer, agent), 11, Rue du Caporal Beaux, Casablanca. WTD 10/68.

344 Fabricated structural metal products

PAKISTAN—Iron and steel bars, channels, plates, sheets. Shahidi Trading Corp. Ltd. (importer, wholesaler, retailer, agent, manufacturer, exporter), 88 Khatunganj, P.O. Box No. 265, Chittagong. WTD 10/68.

352 Farm machinery

HONDURAS—Farm tractors, 25-45 hp. Exclusive distributor. Distribuidora de Motores, S.A. (DIDEMO) (manufacturers' representative), Attn.: Ronaldo Schacher, Mgr., 1a. Avenida, 11a. y 12a. Calles, Comayaguela, D.C. WTD 8/68.

SPAIN—Solvent extraction equipment for sulfur olive oil. Requests replies in Spanish. Corchero & Compania. S.L. (distributor), Avenida de Jose Antonio, 55, Madrid (13). WTD 10/68.

Farm machinery, equipment. Sucesores de Victorino Laza, S.L. (distributor), Manuel Iradier, 25, Vitoria (Alava). WTD 9/68.

353 Construction, mining, materials handling machinery, equipment

GUATEMALA—Factory conveyor, materials handling equipment, low volume, flexible application. Yarhi Hermanos, Cia. Ltda. (manufacturers' representative), 8a. Avenida 16-28, Zona 1, Apartado Postal 634, Guatemala City. WTD 10/68.

IRELAND—All civil engineering and contractors plant, mining, quarrying equipment. S. McCormick (Contractors Plant) Ltd. (importing distributor), Jamestown Rd., Inchicore, Dublin 8. WTD 10/68.

354 Metalworking machinery

ENGLAND—Welding plant and accessories, particularly argon inert gas equipment, gas welding and cutting blowpipes and regulators. Carter and Bradbury Ltd. (sales agent, distributor), Broadway, Trafford Rd., Salford 5, Manchester. WTD 10/68.

MEXICO—Machine-tools. Exclusive representative. Compania Auxiliar Mercantil Mexicana, S.A. (Camermex) (agency), Paseo de la Reforma 133-204, Mexico 4, D.F. Attn: Ing. Manuel Copano M., Gerente General. WTD in preparation.

355 Special industry machinery

BRAZIL—Desalination equipment to complement line of water filtration equipment. Norte Gas Butano S/A (distributor), Rua Major Facundo, 844, Fortaleza, Ceara. WTD in preparation.

GUATEMALA—Packaging machinery for food products. Yarhi Hermanos, Cia. Ltda. (manufacturers' representative), 8a. Avenida 16-28, Zona 1, Apartado Postal 634, Guatemala City. WTD 10/68.

HONDURAS—Food packaging machinery. Sanco, S. de R. L. (manufacturers' representative), Attn: Anthony A. Foglia, Jr., Carretera a Toncontin, Comayaguela, D. C. WTD 2/68.

SPAIN—Equipment, supplies for industrial, household automation. Medex, S.A. (agency, distributor), Gran Via 89, Bilbao (11). WTD 9/68.

356 General industrial machinery

HONDURAS—Packaging machinery for general industry, except foods. Sanco, S. de R. L. (manufacturers' representative), Attn: Anthony A. Foglia, Jr., Carretera a Toncontin, Comayaguela, D. C. WTD 2/68.

SPAIN—Smoke and fume filters for industrial use. Simexport, S.A. (distributor), Paseo Santa Maria de la Cabeza 85, Madrid 19. WTD in preparation.

GUATEMALA—Packaging machinery. Yarhi Hermanos, Cia. Ltda. (manufacturers' representative), 8a. Avenida 16-28, Zona 1, Apartado Postal 634, Guatemala City. WTD 10/68.

357 Office, computing, accounting machines

NEW ZEALAND—Small desk calculators, pencil sharpeners, general desk equipment, numbering machines. Sole agency. E. Allan Brooker Ltd., 135 Great North Road, Grey Lynn, (P.O. Box 6548), Auckland 2. WTD 10/68.

361 Electric transmission, distribution equipment

NETHERLANDS—Electronic instruments, components such as digital voltmeters. Tekelec-Airtronic N.V. (importer, distributor), 532 Herengracht, Amsterdam. WTD 10/68.

362 Electrical industrial apparatus

ENGLAND—Welding plant, accessories, particularly electric welding generators. Carter & Bradbury Ltd. (sales agent, distributor), Broadway, Trafford Rd., Salford 5, Manchester. WTD 10/68.

HONDURAS—Generators, electrical. Exclusive distributor. Distribuidora de Motores, S. A. (DIDEMO) (manufacturers' representative), Attn: Ronaldo Schacher, Mgr., 1a. Avenida, 11a. y 12a. Calles, Comayaguela, D. C. WTD 8/68.

364 Electric lighting, wiring equipment

NETHERLANDS—Electric lamps, all other kinds of components for lighting industry. N. P. Boom (importer, exporter, agent), 69 Groenendaal, Gouda. WTD 10/68.

365 Radio, television receiving sets

SPAIN—Phonograph records. Jose M.R. Delgado (distributor), P.O. Box 789, Santa Cruz de Tenerife (Canary Islands). WTD 10/68.

369 Electrical machinery, equipment, supplies

MALAWI—Flashlight and transistor radio dry-cell batteries, leakproof and other. Sole agency. Price lists, illustrated catalog, c.i.f. Beira quotes in £ sterling requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

SPAIN—All classes of electrical machinery for industrial applications. Medex, S.A. (agency, distributor), Gran Via 89, Bilbao (11). WTD 9/68.

371 Motor vehicles, motor vehicles equipment

HONDURAS—Passenger buses with 45-60 passenger capacity; heavy trucks. Exclusive distributor. Distribuidora de Motores, S. A. (DIDEMO) (manufacturers' representative), Attn: Ronaldo Schacher, Mgr., 1a. Avenida, 11a. y 12a. Calles, Comayaguela, D. C. WTD 8/68.

NETHERLANDS—Lifting equipment for containers. Exclusive representation for Western Europe. Omega Container Nederland N.V. (manufacturer, importer, distributor), Attn: Mr. D. Reinberger, 210 Leenderweg, Valkenswaard. WTD 9/68.

SPAIN—Automobiles, trucks, buses, other types of motor vehicle equipment, supplies. Agency for all of Spain or only Northern provinces. Sucesores de Victorino Laza, S.L. (distributor), Manuel Iradier, 25, Vitoria (Alava). WTD 8/68.

375 Motorcycles, bicycles, parts

MOROCCO—Parts, accessories for bicycles, motorcycles. Exclusive agency. Quotations c.i.f. Casablanca. URECOM—Union de Representation Commerciale (importer, agent), 11, Rue du Caporal Beaux, Casablanca. WTD 10/68.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Scientific, electronic instruments. Tekelec-Airtronic N.V. (importer, distributor), 532 Herengracht, Amsterdam. WTD 10/68.

387 Watches, clocks, parts

NEW ZEALAND—Table clocks, traveling clocks. Sole agency. E. Allan Brooker Ltd. (importer), 135 Great North Road, Grey

Lynn, (P.O. Box 6548), Auckland 2. WTD 10/68.

396 Costume jewelry, novelties, buttons, notions

SPAIN—Components, parts and pieces for manufacture of jewelry. Direct purchase and exclusive agency. Miller (manufacturer, retailer), Hermanos Miralles 1, Madrid 1. WTD 3/68.

399 Manufacturing industries

SPAIN—Latest novelties in beauty shop equipment, accessories, supplies. Perma-Coif Vendome, S.L. (manufacturer, exporter), Alberto Aguilera 27, Madrid 15. WTD 10/68.

Coin-operated amusement machines. Exclusive agency. Simexport, S.A. (distributor), Paseo Santa Maria de la Cabeza 85, Madrid 19. WTD in preparation.

509 Wholesalers

MALAWI—Secondhand men's outerwear. Regular supplies on exclusive agency basis. Quotes in £ sterling c.i.f. Beira requested. Gordhandas Jevant (importer, wholesaler), Haile Selassie Rd., P.O. Box 157, Blantyre. WTD 10/68.

Greece issues tenders for magnetic tape needs

The Hellenic National Broadcasting Institute (EIR), Directorate of Financial Services, has issued a tender for the supply of 5,000 reels of ¼" magnetic tape.

Bid deadline is Nov. 16.

Bid should offer 3,000 reels 2,400 ft. long; 800 reels 1,200 ft. long, and 1,200 reels 600 ft. long.

Copies of tender announcement and specifications are available from the Hellenic National Broadcasting Institute (EIR), Directorate of Financial Services, Procurement Section, Anaxagora & Geraniou 20, Athens, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4823.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

NEW ZEALAND—Leslie Daryl Barton, Anker Constructions Ltd., P.O. Box 30240, Lower Hutt, **interested in visiting home builders and seeing modern building techniques and materials employed by U.S. builders of residential and commercial buildings.** Nov. 6 via Los Angeles for two weeks. c/o New Zealand Trade Commissioner. Suite 1230, 510 W. Sixth St., Los Angeles, Calif. 90014.

Itinerary: Los Angeles for ten days, San Francisco for five days, Hawaii for four days. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

GREECE—The National Technical University of Athens is seeking data on **industrialized building methods and specific proposals from firms interested in undertaking the construction of prefabricated workers' houses in Greece.** Construction of 3,000 to 5,000 low-cost units per annum, each unit representing an apartment of one, two or three bedrooms, in a building of one to eight stories, is planned. Engineering designs and construction plans have been drawn up on the basis of conventional methods which may require revising for adaptation to the prefabrication method.

The University desires information from firms, describing their industrialized construction method and specific proposals for undertaking the project. Prices may be furnished by volume or any other unit. Cement of very good quality is produced locally at abundant quantities. Wood, in natural form, and iron of limited quantities are also produced.

Interested U.S. firms should address the National Technical University of Athens, Chair of Building Construction, 42 Patission Street, Athens. Attn: Prof. Cypr. Biris. The U.S. Embassy, 91 Queen Sophia Ave., Athens, would appreciate information copies of covering letters.

KOREA—The Seoul City Government is **planning to construct an electric subway.** Preliminary plans have been drawn up and some initial preparatory work may begin in 1969. An economic and technical feasibility study has not yet been made but a contract for such a study may be let at any time.

Officials state that the first stage central subway will be about 42 kilometers long. The subway may be based on the "SS Tram" system. Foreign suppliers interested in the project are expected to be helpful in obtaining financing from their governments.

Interested engineering firms experienced in subway work and suppliers of subway equipment should send catalogs to or correspond with: Mr. Sohn Hong-Ku, Chief Overall Planning Section, City Planning Division, Seoul City Government, Seoul, Korea.

It is understood that French and British firms have already been contacted and that Kawasaki Rolling Stock Mfg. Co., Ltd., a Japanese producer of subway equipment, has offered to do the feasibility study "without charge".

MOROCCO—($1 = 5.06 dirhams) **One million visitors a year by 1972** is the Ministry of Tourism's target for Morocco. As a part of this proposal, 15 hotels with a capacity of more than 5,300 beds are planned.

Under the plan the Moroccan Government expects to invest 171 million dirhams in tourism, while private entities are to provide 760 million dirhams (about $151 million). Ultimately the Government hopes to add 40,000 additional beds.

VENEZUELA—The new **national telecommunications plan** now under preparation anticipates tying into commercial satellite facilities in 1970. The Chief Engineer in charge of operations for C. A. Nacional Telefonos de Venezuela (CANTV) stated that a project for an earth station is being prepared with the assistance of COMSAT and will be offered for bidding in November.

The National Telephone Company will have an additional 46 channels available in its submarine cable this month which should take care of demand until 1970 when the satellite earth station should be ready for service.

The growth in long distance communication since the installation of the submarine cable has tripled. Early in December CANTV is to offer direct dialing from the U.S. on 13 channels. On Dec. 15 the same facility would be available from Venezuela to the U.S.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-5000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

U.S. Trade with Major World Areas 1962-67. OBR 68-70. Tables depict U.S. exports of principal commodities to major world areas, U.S. general imports of principal commodities from major world areas, U.S. exports and imports of selected end-use categories.

Trade of the United States with Communist Areas in Eastern Europe and Asia, 1965-67. OBR 68-75. Exports and imports are listed for Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, the USSR, Communist China, and Estonia, Latvia and Lithuania. Exports and imports by commodity are listed for the USSR, Eastern Europe, and the two combined with Asia.

Foreign Trade Regulations of the Democratic Republic of the Congo (Kinshasa). OBR 68-76. Topics covered include: import tariff system; special customs provisions; internal taxes; shipping documents; labeling, marking and packing requirements; nontariff import controls, Congolese export controls, U.S. controls.

Establishing a Business in Norway. OBR 68-81. The Norwegian government favors direct foreign investments in fields which benefit the Norwegian economy. This report covers such topics as: investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, availability of capital, basic economic facilities, and investment information services.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The Role of Private Enterprise in Investment and Promotion of Exports in Developing Countries.* A report prepared by Dirk U. Strikker. Published by the UN Conference on Trade and Development. United Nations, New York. 1968. $2.**

This report deals with the role of private enterprise in development and how the flow of private foreign investment could be stimulated and the export of manufactures and semimanufactures from developed countries promoted.

It states development problems and suggests ways and means of using scarce resources to the best advantage in the context of a situation in which private enterprise is able to establish itself and operate freely. It tries to explain what private enterprises can and cannot do. The report also defines some major obstacles to fuller investment and offers some suggestions for improvement. These suggestions are based on the conviction that by more coordination, greater efficiency and lower costs, it will be possible to obtain larger investments, more exports and, in consequence, faster growth.

Write: United Nations Sales Section, U.N. Plaza, New York, N.Y. 10017. (Refer to Sales No. E.68.II.D.9.)

***The Development of the Soviet Economy: Plan and Performance.* Edited by Vladimir G. Treml. Published by Frederick A. Praeger, Inc. New York. 1968. 298pp. $8.**

In this volume, Treml and associate editor Robert Farrell have compiled a number of papers which critically examine the past fifty years of Soviet economic development.

The papers, some of which were delivered last year at a Munich symposium sponsored by the Institute for the Study of the USSR, include discussions by several eminent sovietologists of planning, collectivization, satisfaction of consumer needs, and the economic reforms.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Indicators of Market Size for 129 Countries.* Published by Business International. New York. 1968. Free.**

A world market explosion is predicted in this eleventh edition, which reports on current figures and trends for each country's population, economy and levels of consumption.

The report, based on a statistical compilation of official and reliable sources, presents a cross section of the $2 trillion gross world product.

The statistics will assist executives to identify international trends and to plot expansion plans aligned to rapidly changing opportunities for exporting, licensing, investing and manufacturing abroad.

Write: Business International, 757 Third Avenue., New York, N.Y. 10017.

International Customs Journals for Europe

The following is the latest list of INTERNATIONAL CUSTOMS JOURNALS for European nations. Tariff structures and rates in the Journals are subject to change after publication. Comprehensive supplements covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be ordered through the Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va. 22151, as they become available, at $3 each for paper bound editions of the Journal or Supplement; 65¢ each for microfiche copies.

Austria[1]	PB-169260	Iceland[2]	PB-169268
Belgium, See Benelux		Ireland[3]	PB-174889
Benelux[1]	PB-170849	Italy[1]	PB-169281
supplement[1]	PB-170849-1	Luxembourg, See Benelux	
supplement[1]	PB-170849-2	Malta	PB-176053
Bulgaria[4]	PB-169253	Netherlands, See Benelux	
Czechoslovakia[4]	PB 169278	Norway[1]	PB-169267
Denmark[1]	PB-169266	Portugal[2]	PB-174309
Finland[1]	PB-169269	supplement[2]	PB-174309-1
France[1] supplement included	PB-173294	Spain[3]	PB-170512
Germany[1]	PB-169262	Sweden[1]	PB-174893
Great Britain Northern Ireland[1]	PB-169287	supplement	PB-174893-1
Greece[3] supplement included	PB-169283	Switzerland	PB-179323
Hungary[5]	PB-169567	Yugoslavia[2]	PB-173316

[1] Issues that are useful only as a guide to the nation's tariff structure-duty rates are changed extensively since publication.
[2] Journals that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.
[3] Generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries EFTA, EEC, or Commonwealth, have changed since publication.
[4] Foreign trade is wholly a state monopoly. Although a two-column tariff schedule is published, the duties, for practical purposes, are an internal accounting device not of concern to U.S. exporters.
[5] Useful only as a general guide to duty rates-tariff structure has changed extensively since publication.

☆ U. S. GOVERNMENT PRINTING OFFICE 1968—341-926/17

Calendar *for international traders*

CEDAR RAPIDS, Ia.—Nov. 19—International Trade Bureau of the Chamber of Commerce, Allis Chalmers Plant. Plant tour, 5:30 p.m.; dinner, 7 p.m.

CHICAGO—Nov. 12—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Nov. 14—International Trade Club of Chicago luncheon meeting, LaSalle Hotel, 12:15 p.m. Speaker: Raymond Vernon, Harvard Graduate School of Business. Topic: Troubled Prospects for Multinational Enterprise.

CHICAGO—Nov. 19—In-Office meeting, Commerce Field Office.

CHICAGO—Nov. 20—Chicago Midwest Credit Management Assn., Bismarck Hotel.

DES MOINES—Nov. 14—Iowa Conference on Export Opportunities, Hotel Savery, 8:30 a.m.-4.30 p.m. Sponsors: Commerce Field Office, REEC, Iowa Development Commission, Greater Des Moines Chamber of Commerce, Trans World Airlines.

DETROIT—Nov. 12—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DOYLESTOWN, Pa.—Nov. 11—Bucks County International Trade Development Assn., Conti Cross Keys Inn; workshop, 5 p.m.; dinner meeting, 6 p.m.

DU BOIS, Pa.—Nov. 12—North Central Pa. Export Conference, Holiday Inn, 10 a.m. Sponsors: North Central Economic Development Assn., Du Bois Area Chamber of Commerce.

HILO, Hawaii—Nov. 14-15—International Trade Conference Workshop, Orchid Isle Hotel. Sponsors: Commerce Honolulu Field Office, REEC, Chamber of Commerce, Small Business Administration.

JACKSONVILLE—Nov. 11—Sixth of 7 weekly export trade seminars, Board Room, Chamber of Commerce, 7:30 p.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

KANSAS CITY—Nov. 12—Meeting for Exporters on Common Market, Top of the Tower, 12 noon. Sponsors: Commerce Field Office, REEC, International Trade Club.

KANSAS CITY—Nov. 14—Export Documentation Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

LINCOLN, Neb.—Nov. 13—Traffic Club Meeting, Lincoln Hotel, 6 p.m. Topic: Commerce Dept. Services. Sponsors: Commerce Kansas City Field Office, Traffic Club.

MEMPHIS—Nov. 19—World Trade Club, Sheraton Motor Inn.

MINNEAPOLIS—Nov. 12—Fifth of 6 weekly export trade workshops, Commerce Field Office, 7 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

MINNEAPOLIS—Nov. 19—Last of 6 weekly export trade workshops, Commerce Field Office, 7 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

NASHVILLE—Nov. 19—Export Opportunities Conference, Statler Hilton Hotel. Sponsors: Commerce Memphis & Atlanta Field Offices, Trans World Airlines, Small Business Administration.

NEW YORK—Nov. 12—International Executives Assn. luncheon, Hotel Statler Hilton.

NEW YORK—Nov. 14—Overseas Automotive Club, Summit Hotel, 12 noon.

NEW YORK—Nov. 18-20—55th National Foreign Trade Convention, Waldorf-Astoria Hotel.

PHILADELPHIA—Nov. 12—Export Sales & Mgt. Course, "Getting Paid & Protecting Your Profit," Temple University, 7:30 p.m.

PHILADELPHIA—Nov. 21—Foreign Traders Assn. monthly meeting, Transportation Night, Sheraton Hotel; shop talk, 5 p.m., dinner, 6:30 p.m., followed by general meeting. Note new date.

POINT CLEAR, Ala.—Nov. 14—Alabama Export Council sixth annual members' reception, Grand Hotel, 6 p.m.

POINT CLEAR, Ala.—Nov. 15—Alabama Export Council sixth annual general meeting, Grand Hotel, 9 a.m.; luncheon, 1 p.m.

READING, Pa.—Nov. 13—Reading Foreign Traders monthly meeting, Abraham Lincoln Hotel, 6 p.m.

SAN FRANCISCO—Nov. 12-13—Businessmen's Consultation, **Joseph A. Harary, Commercial Officer, Djakarta.** Sponsor: Commerce Field Office.

WORCESTER, Mass.—Nov. 14—International Center of New England, Inc. dinner meeting, Yankee Drummer Inn.

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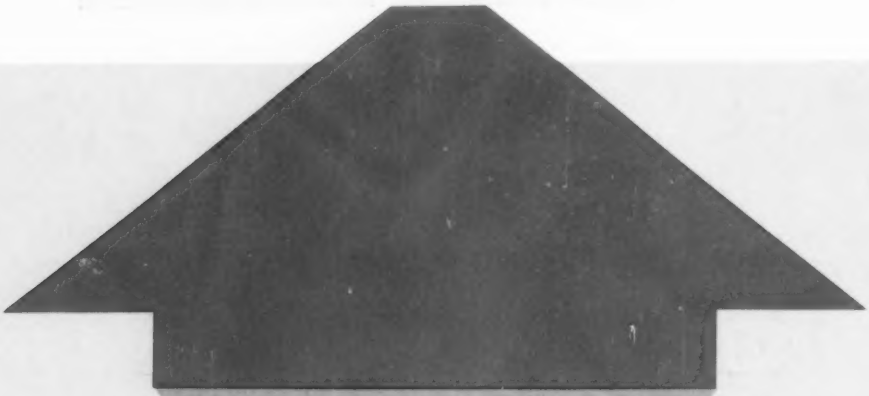

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